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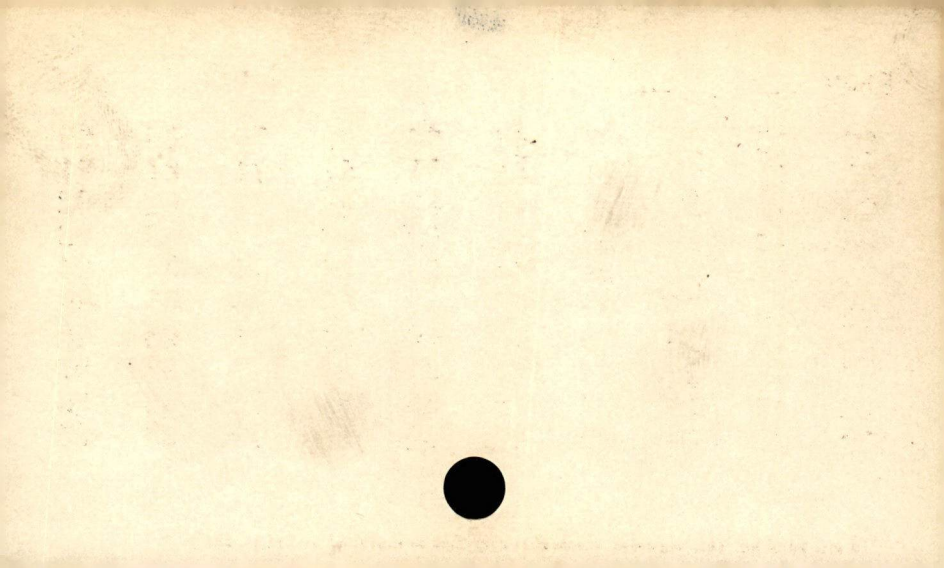
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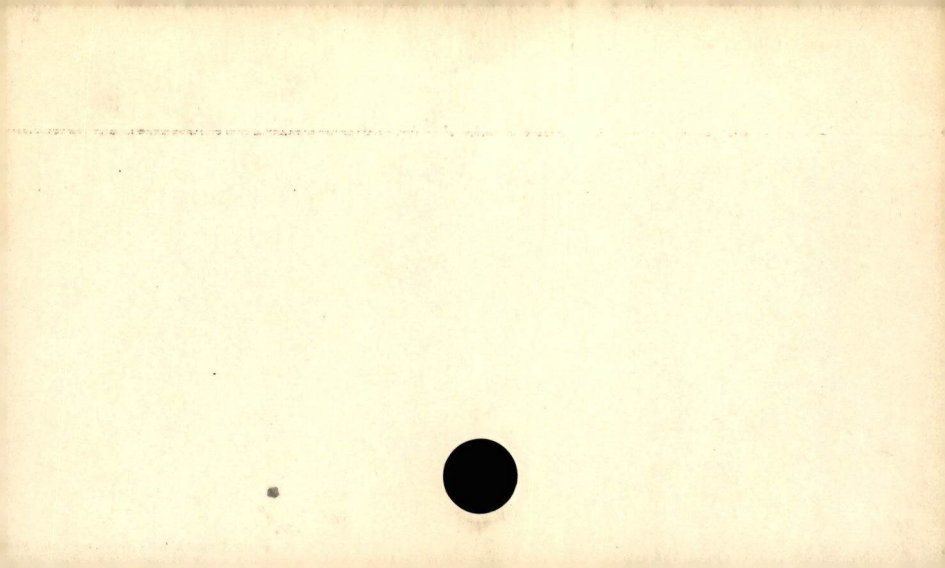
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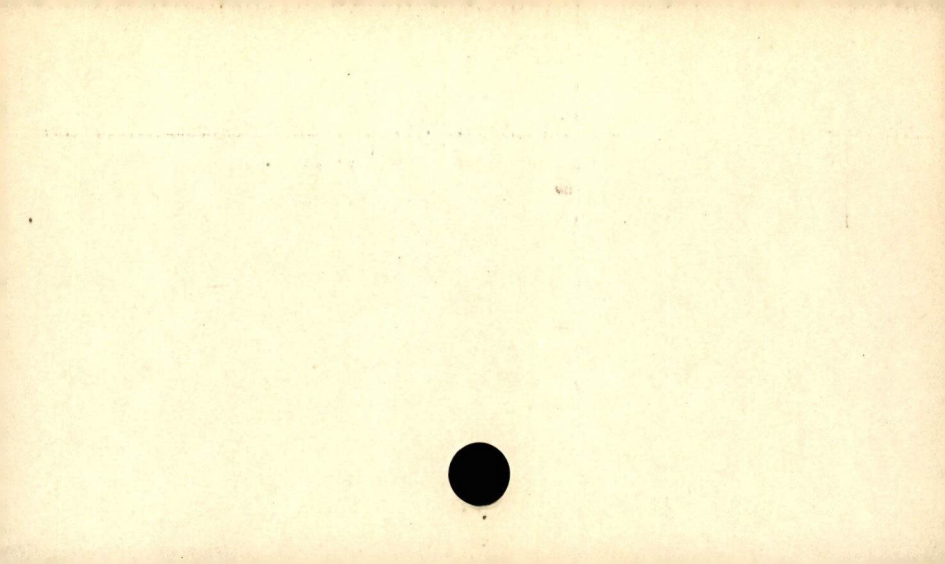
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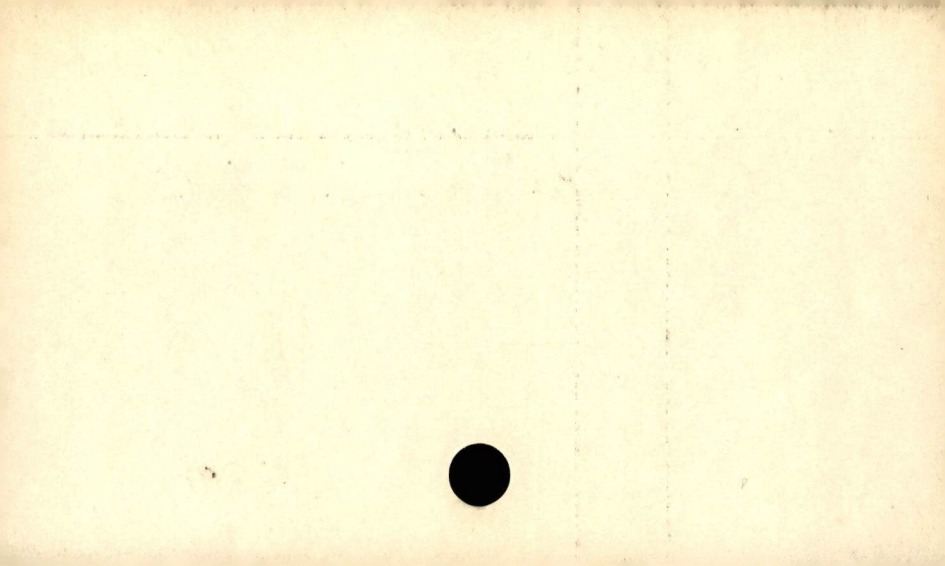
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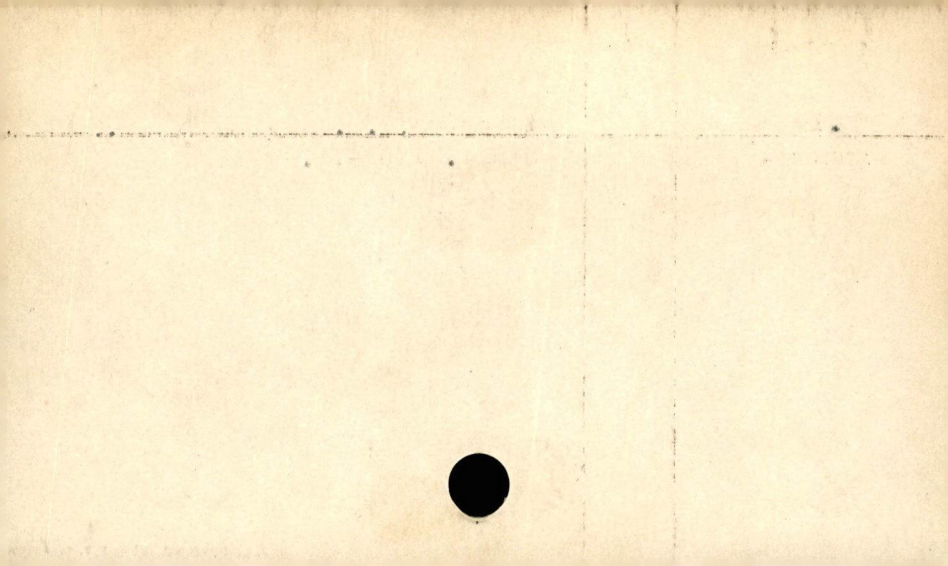
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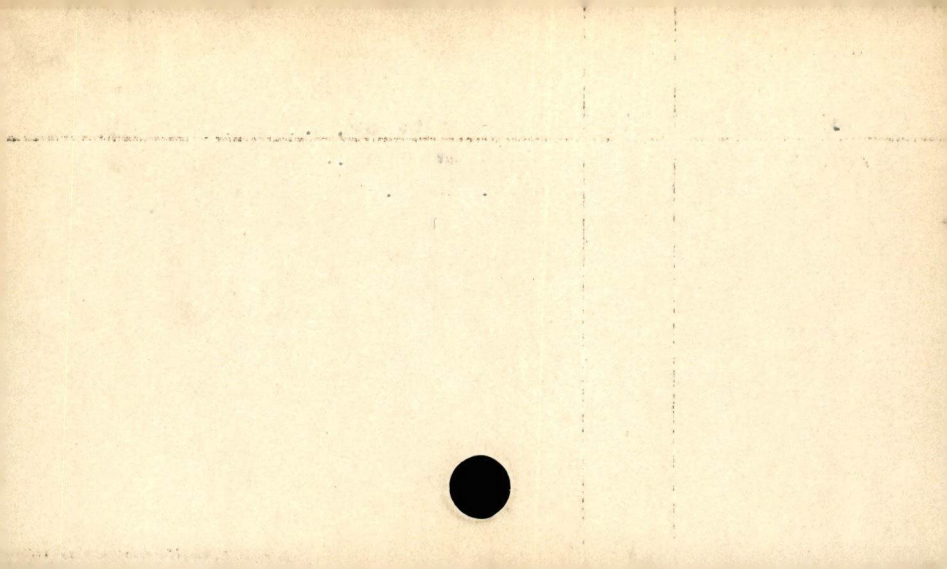
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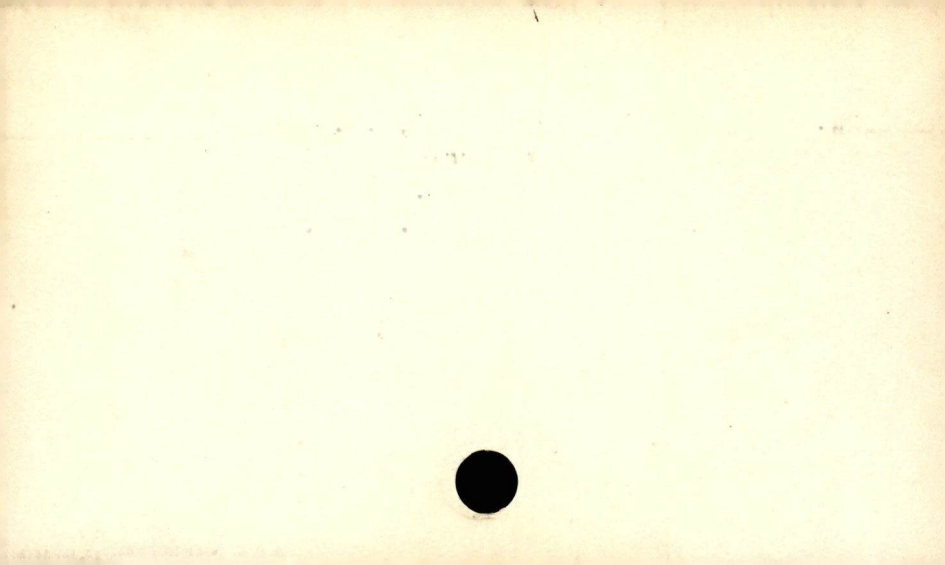
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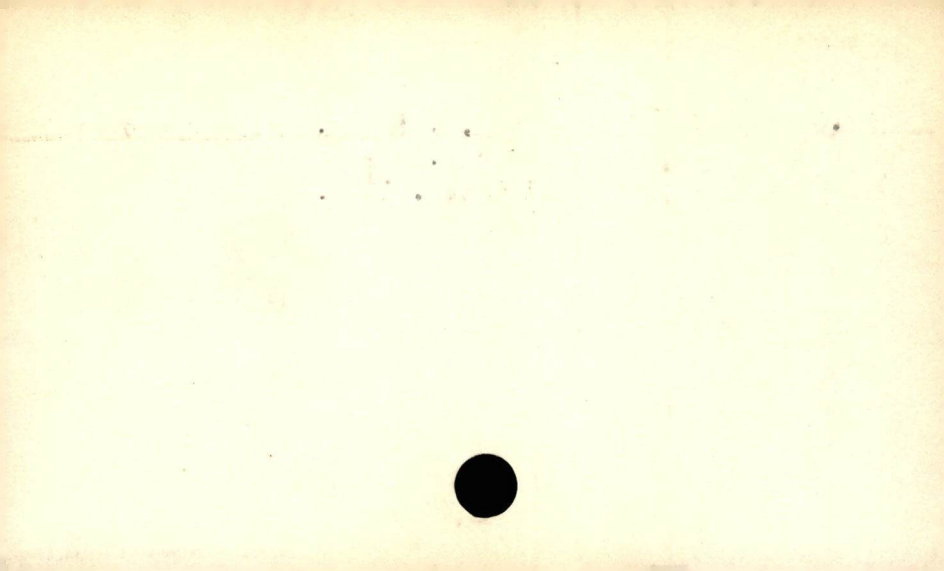
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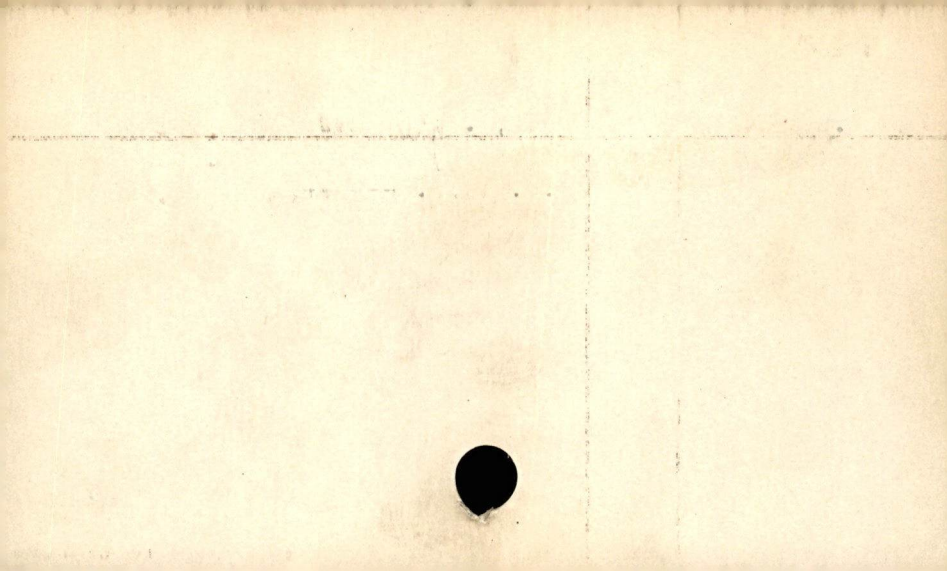
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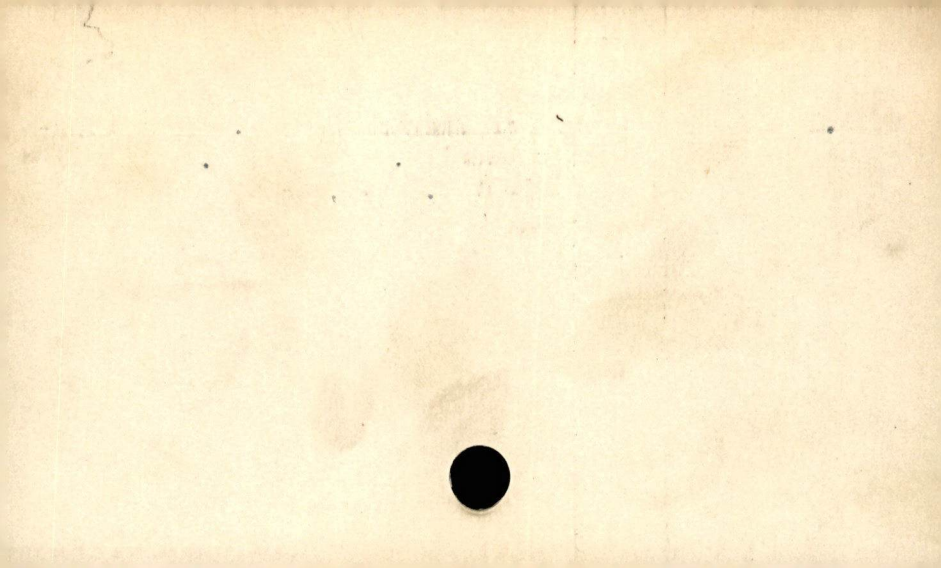
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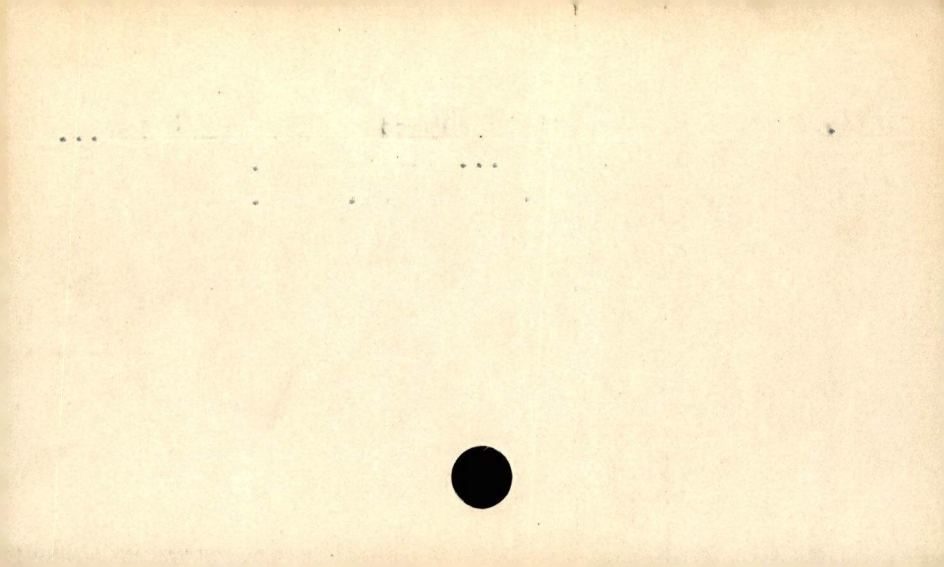
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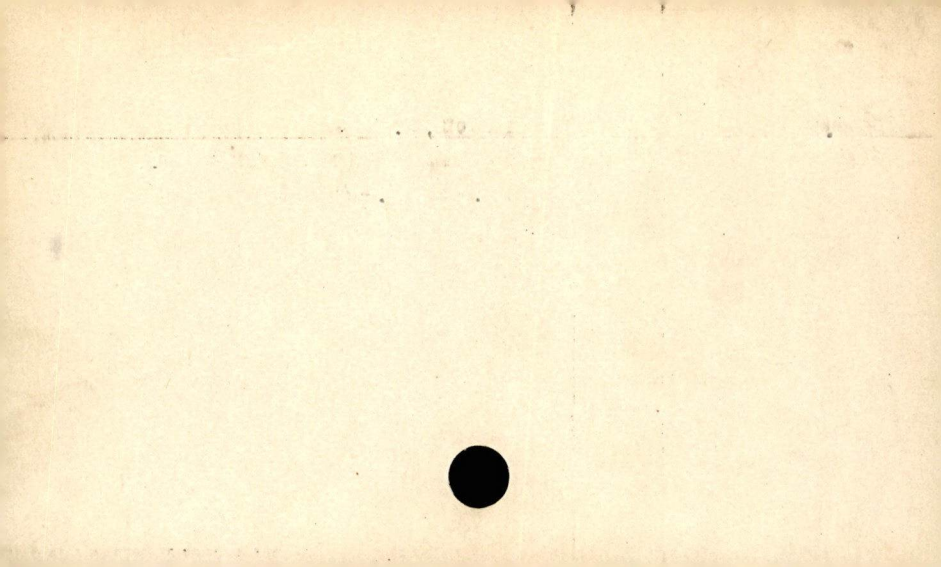
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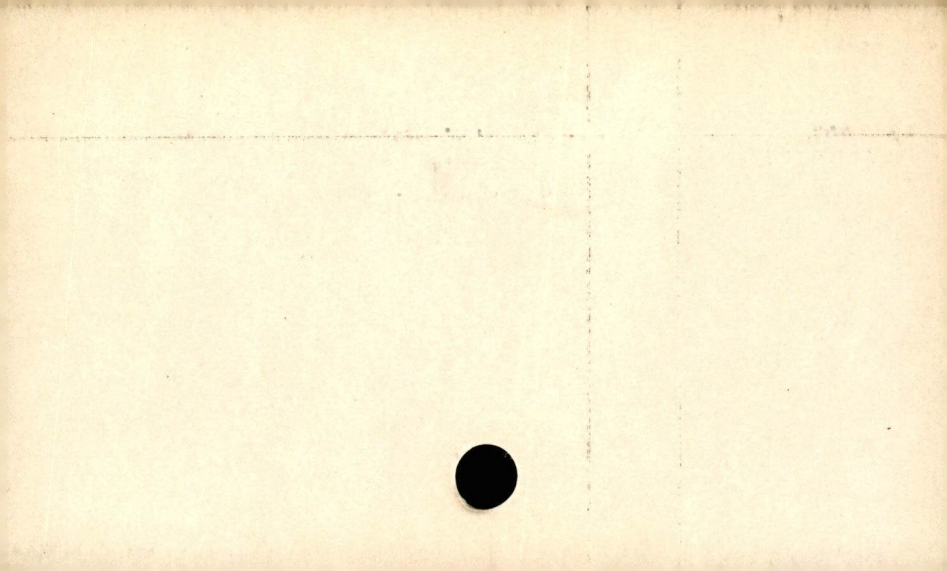
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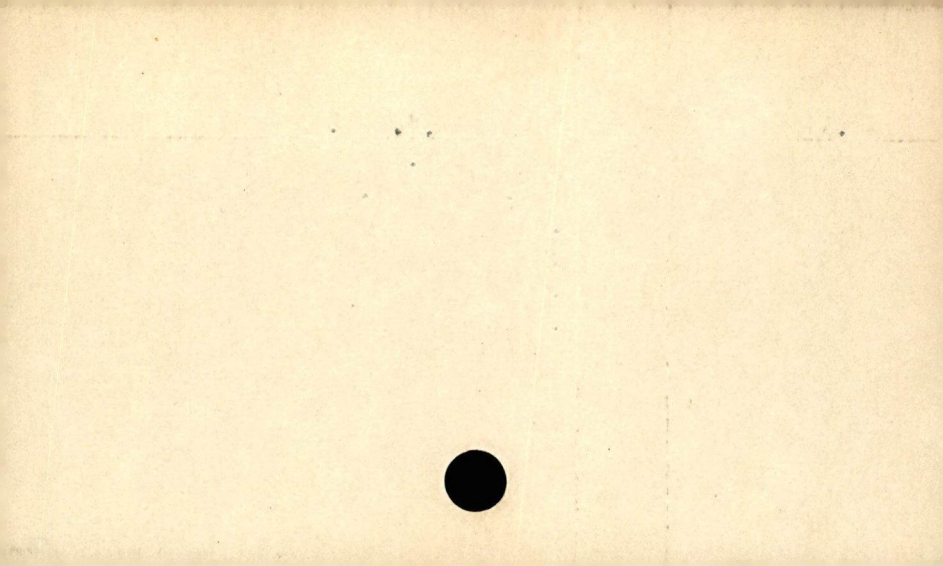
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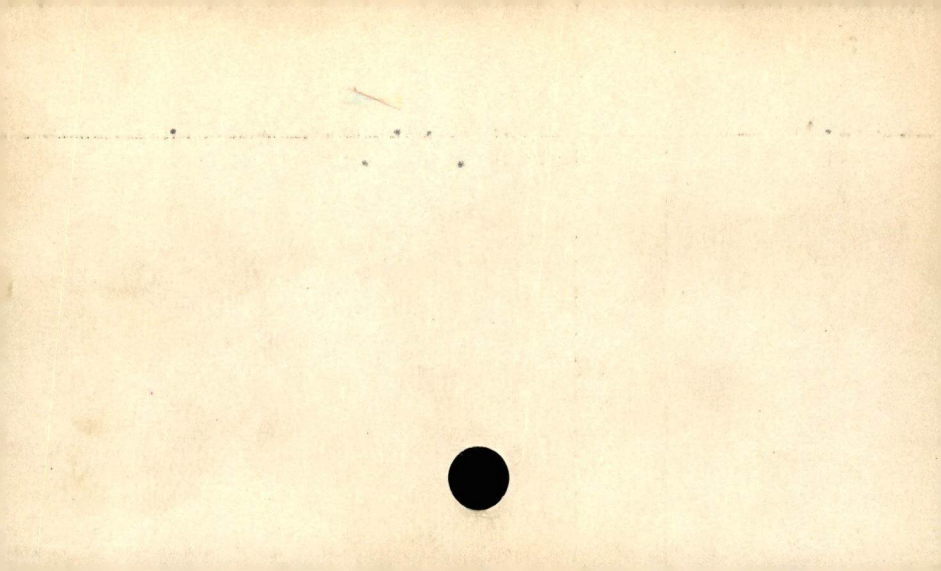
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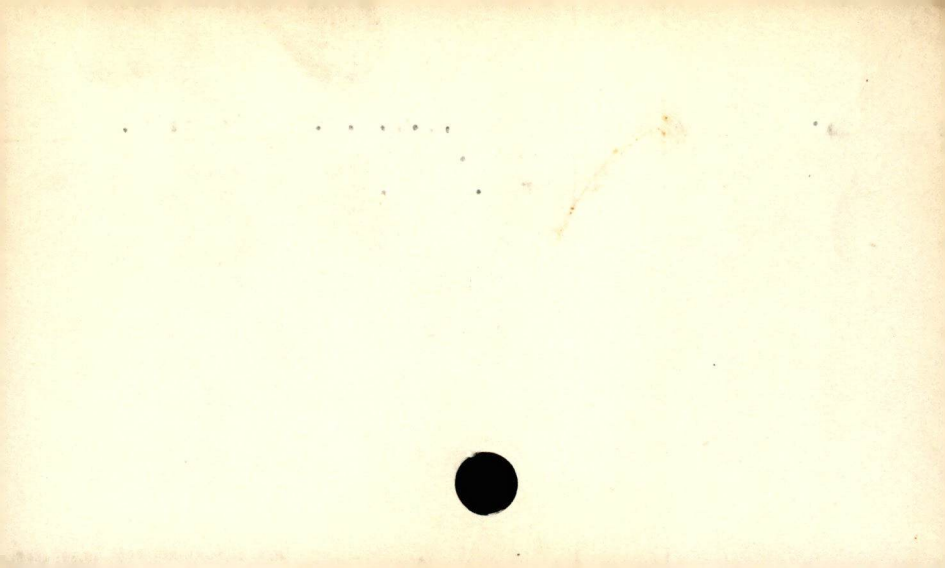
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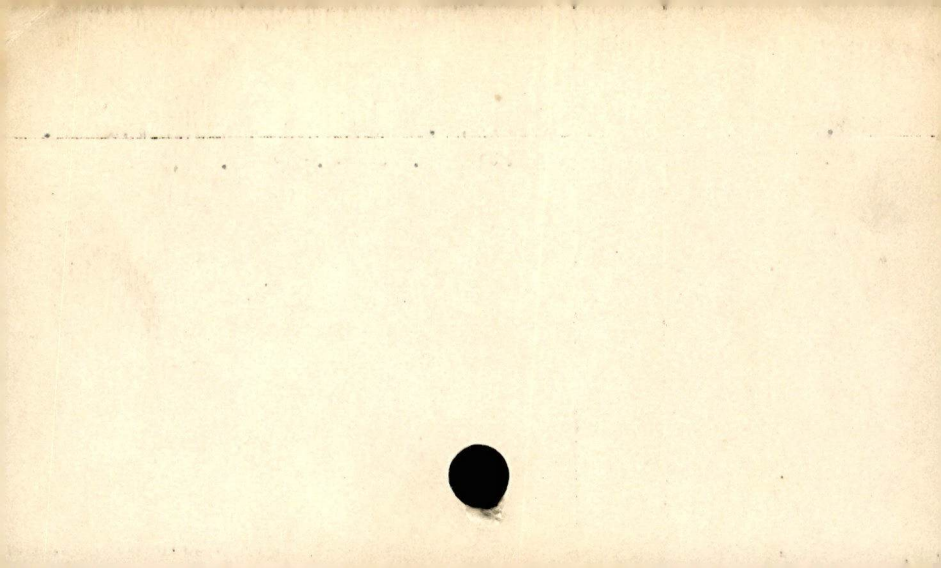
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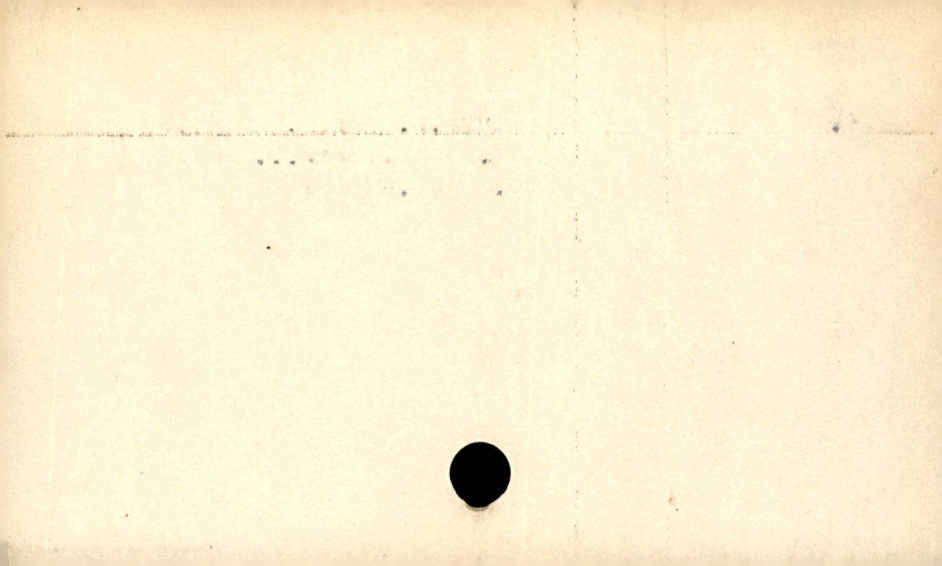
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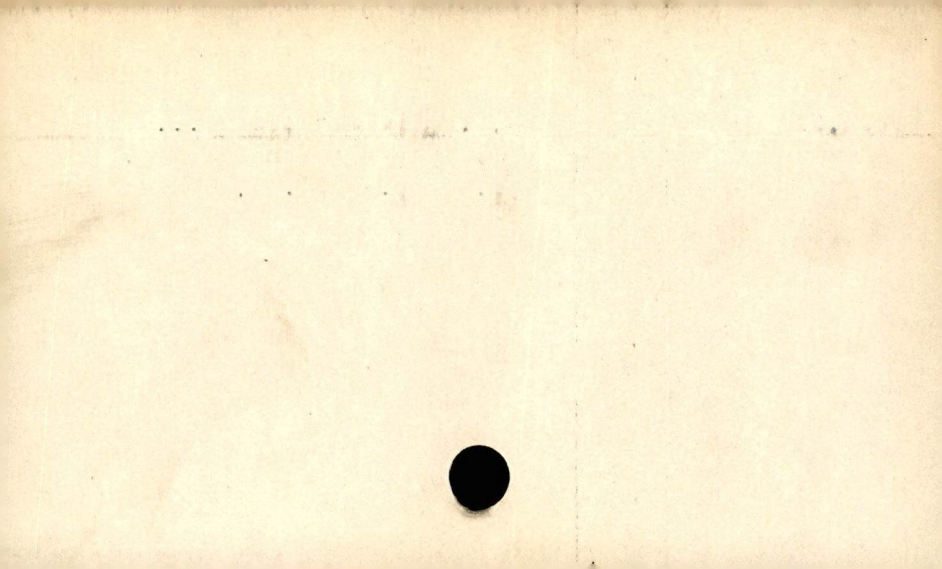
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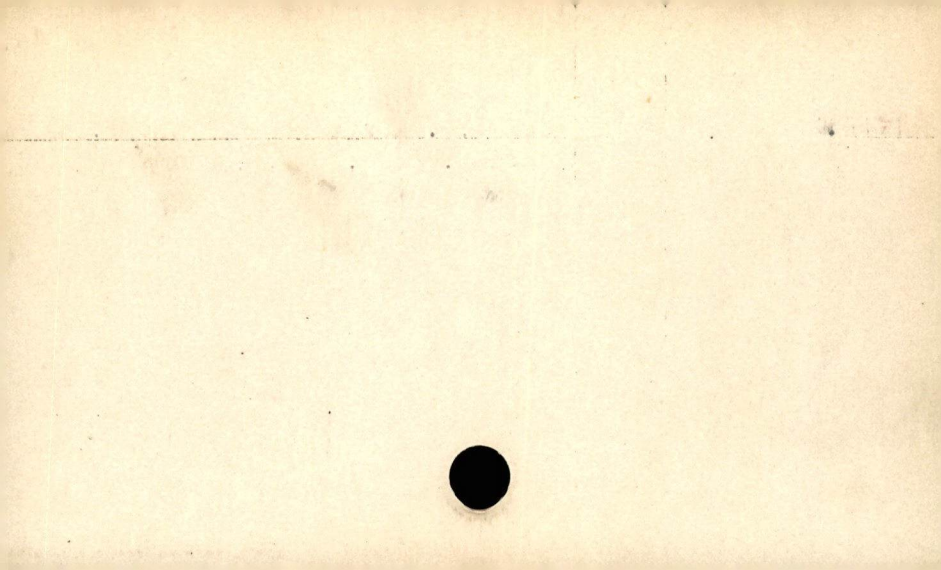
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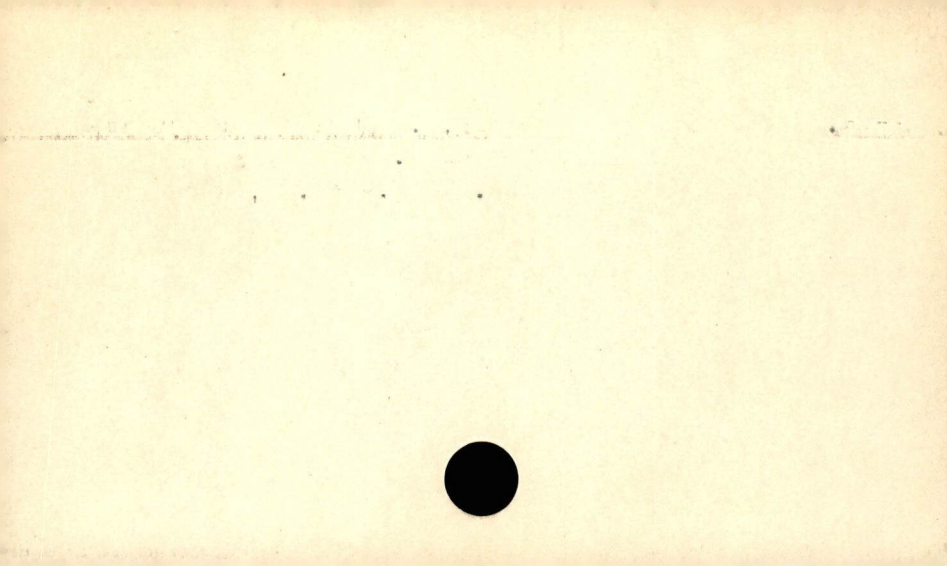
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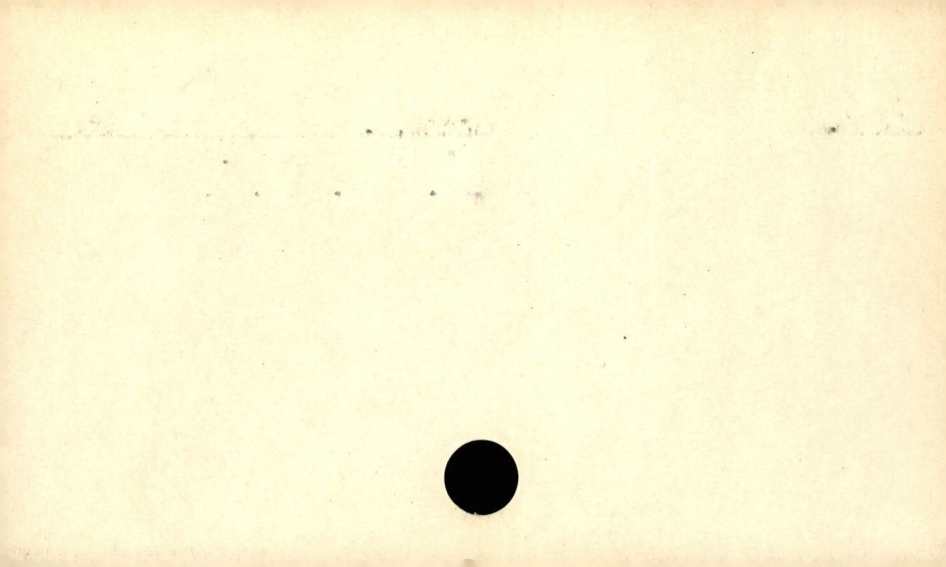
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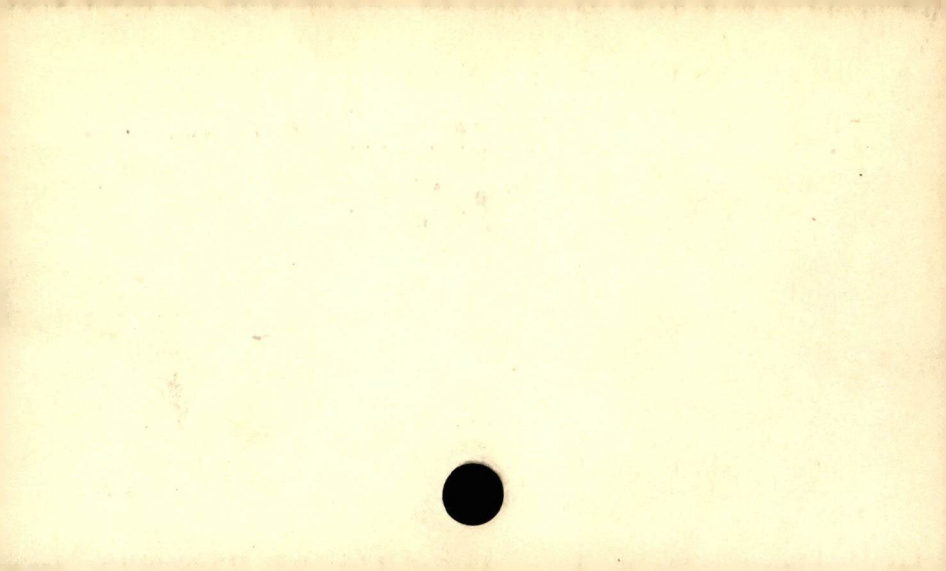
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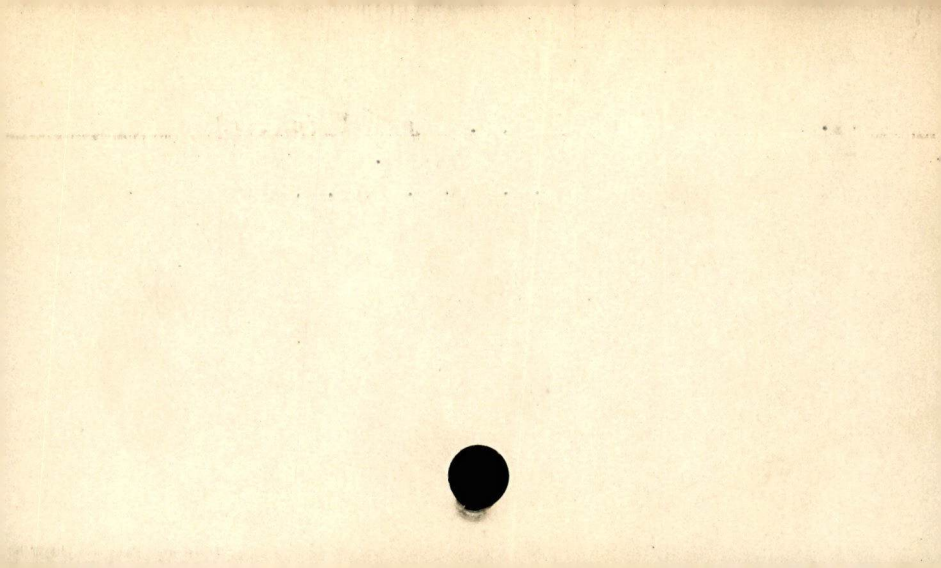
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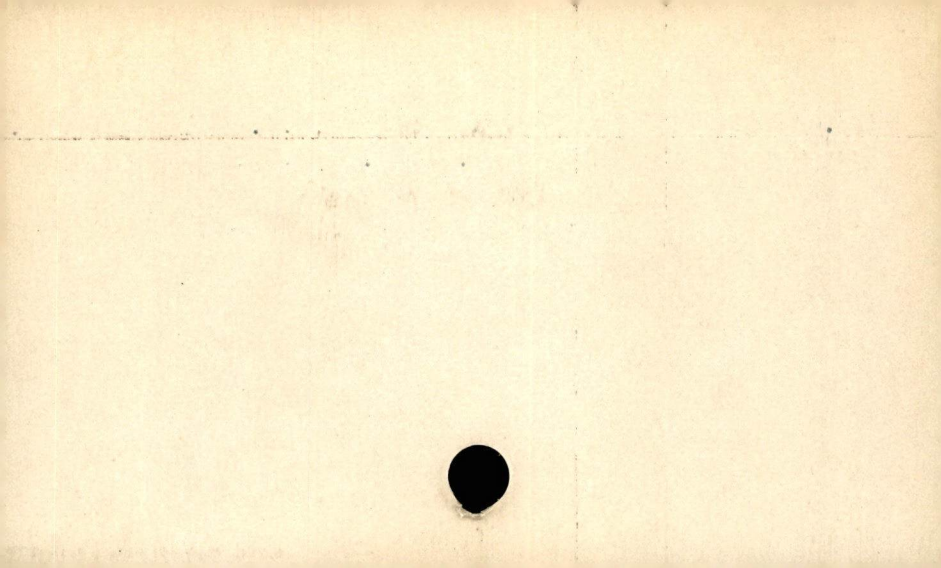
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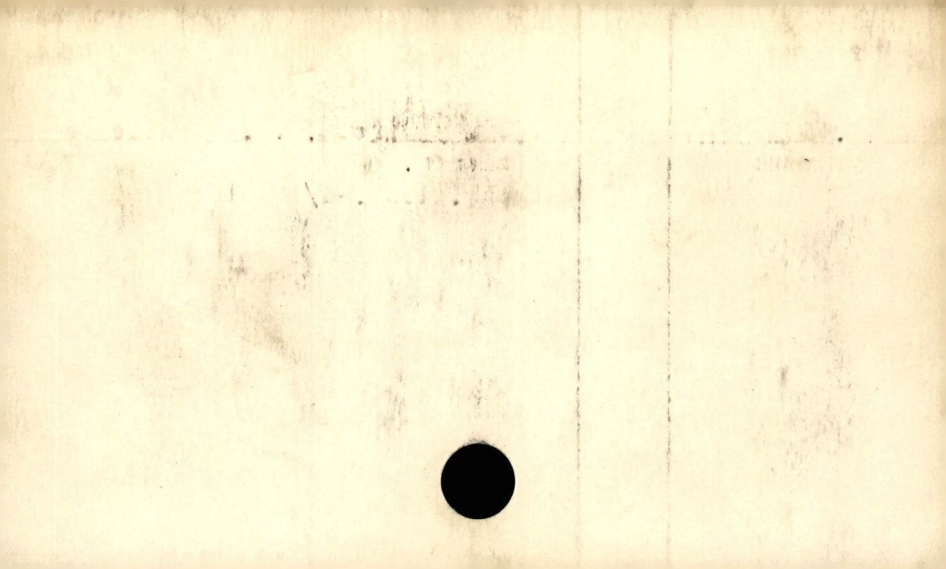
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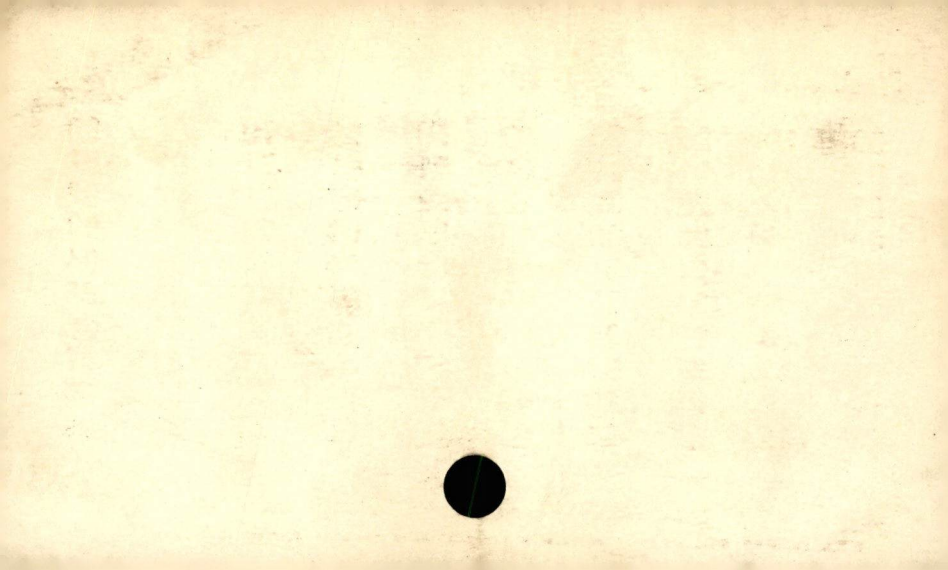
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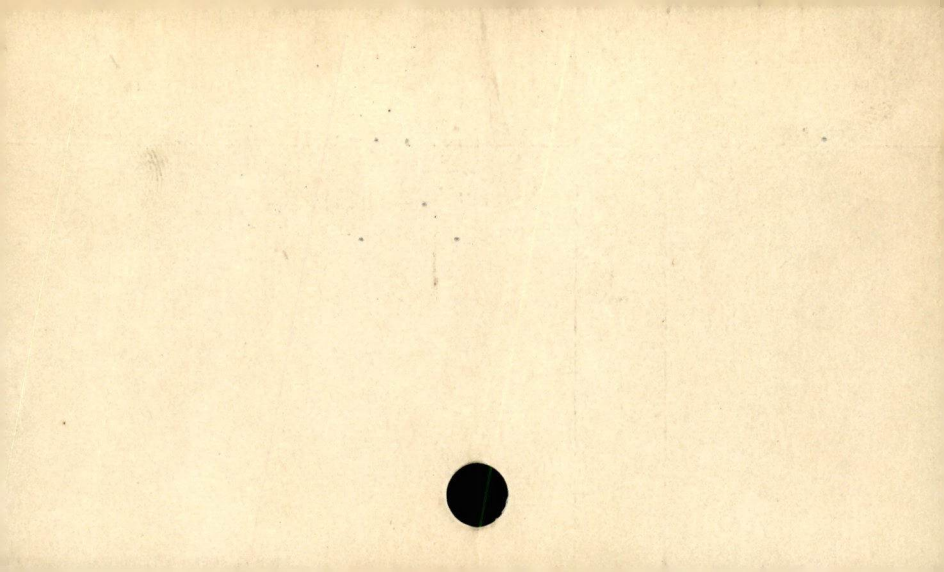
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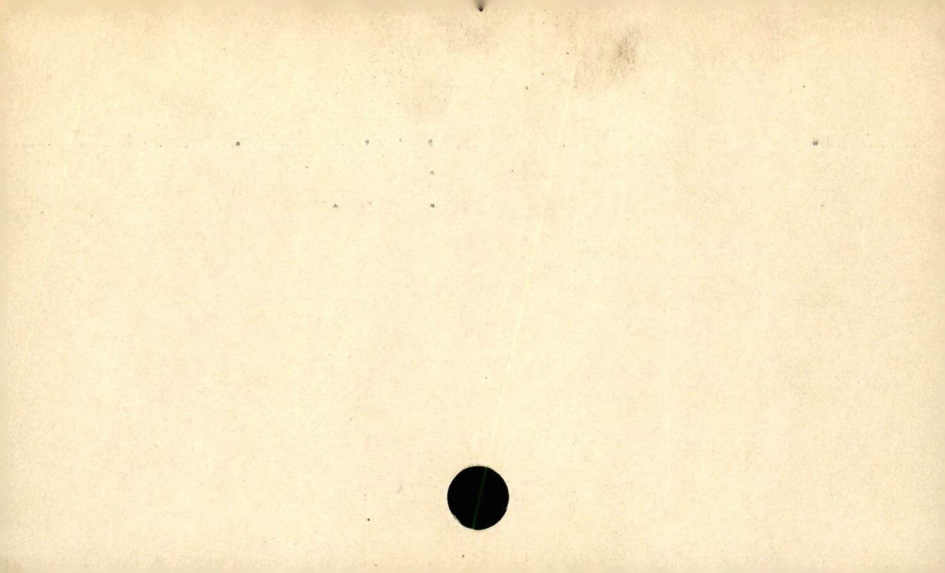
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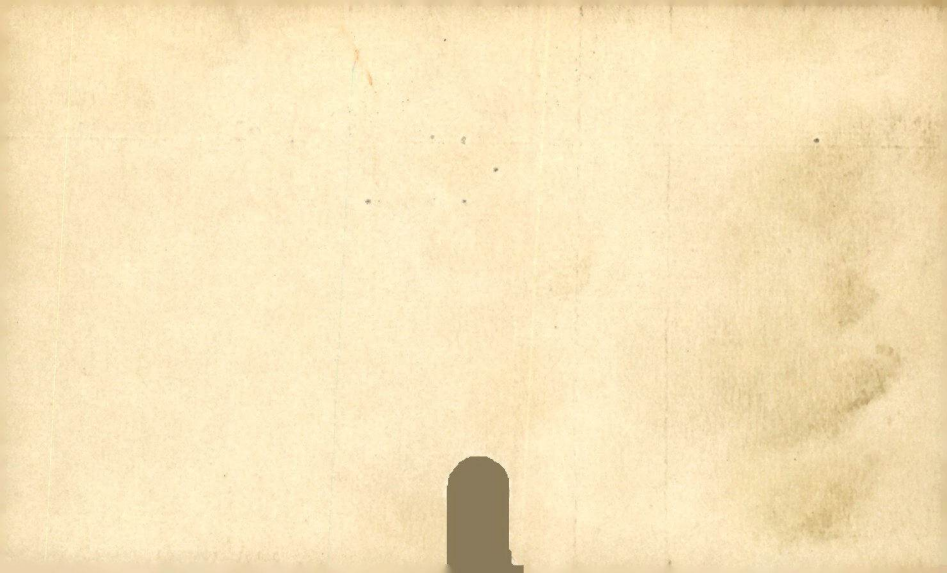
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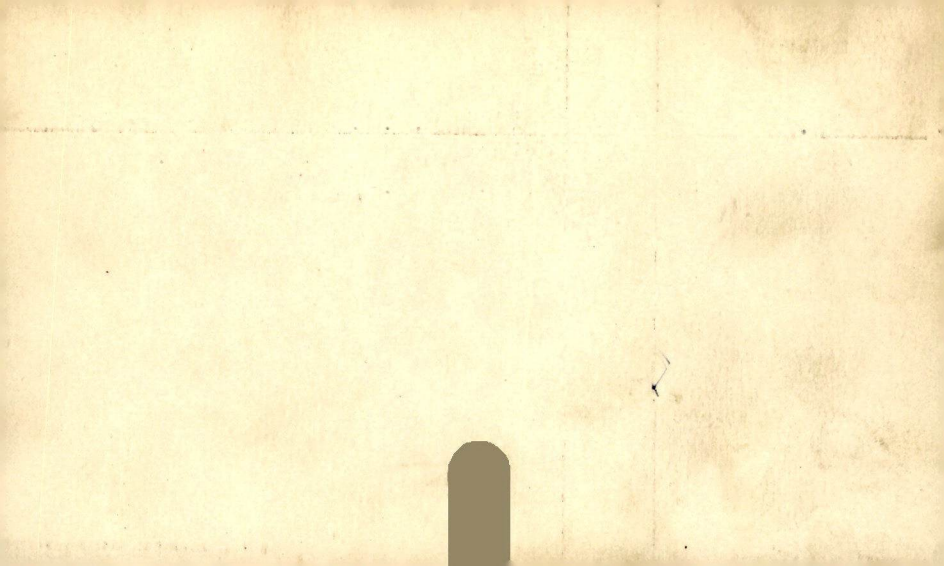
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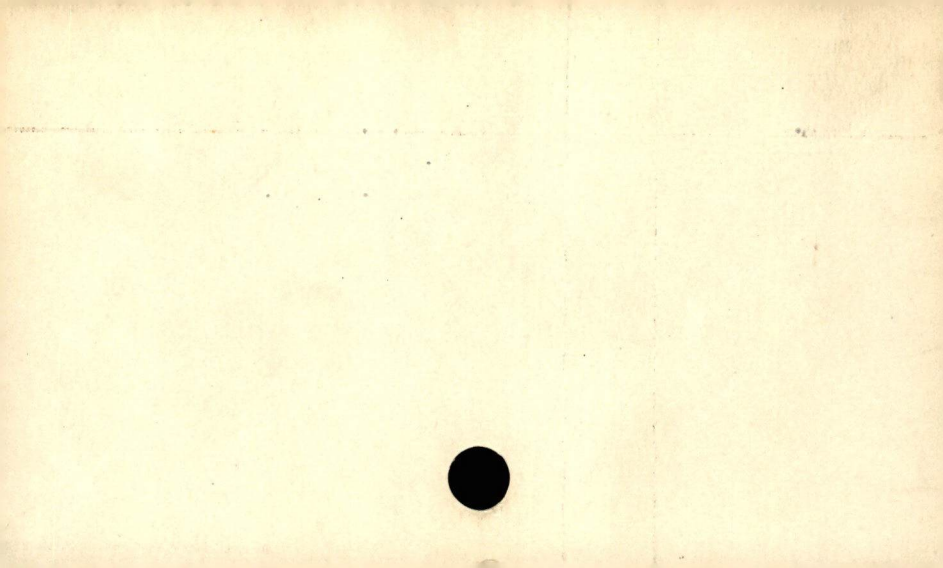
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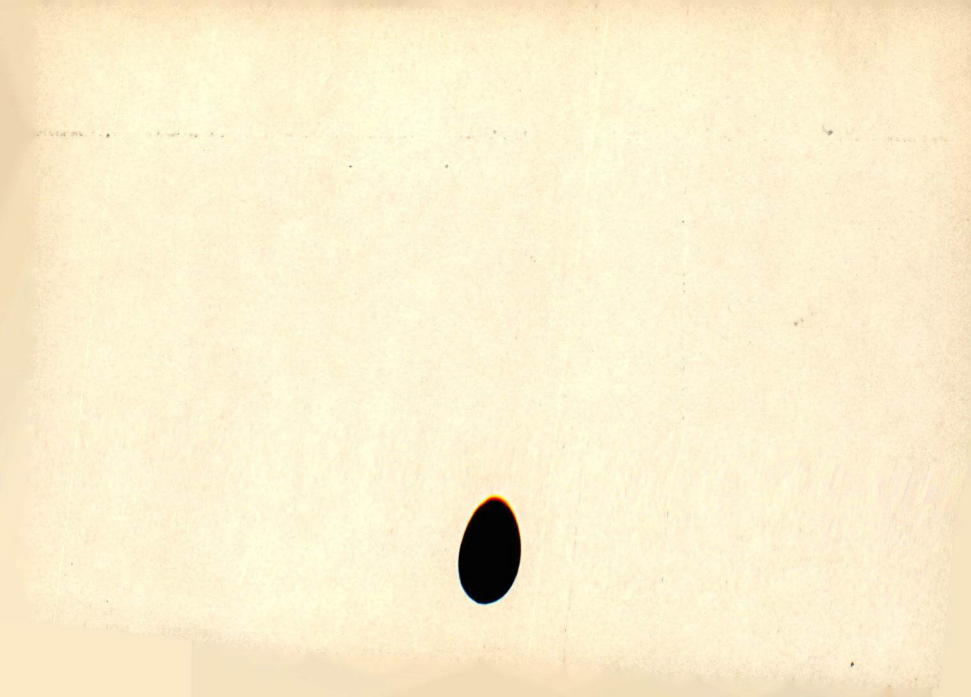
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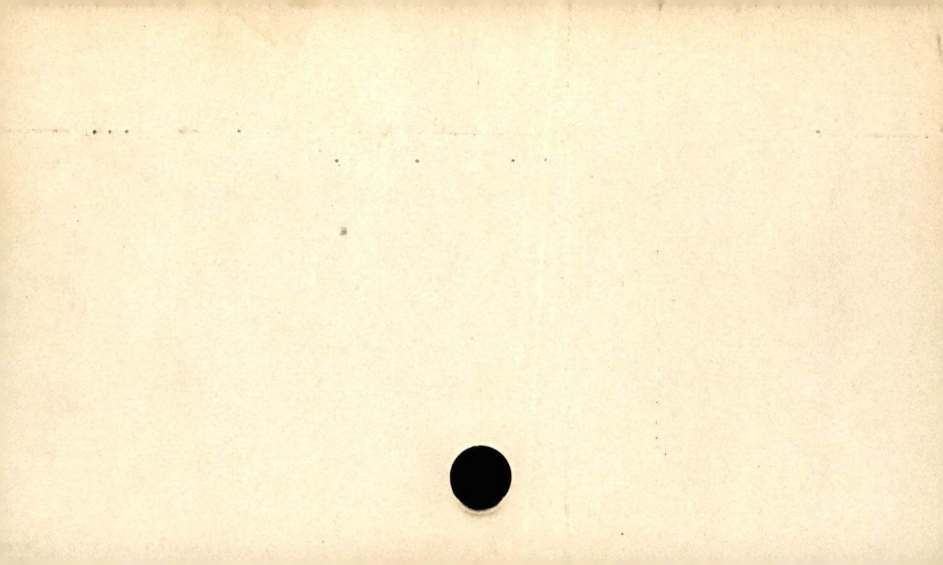
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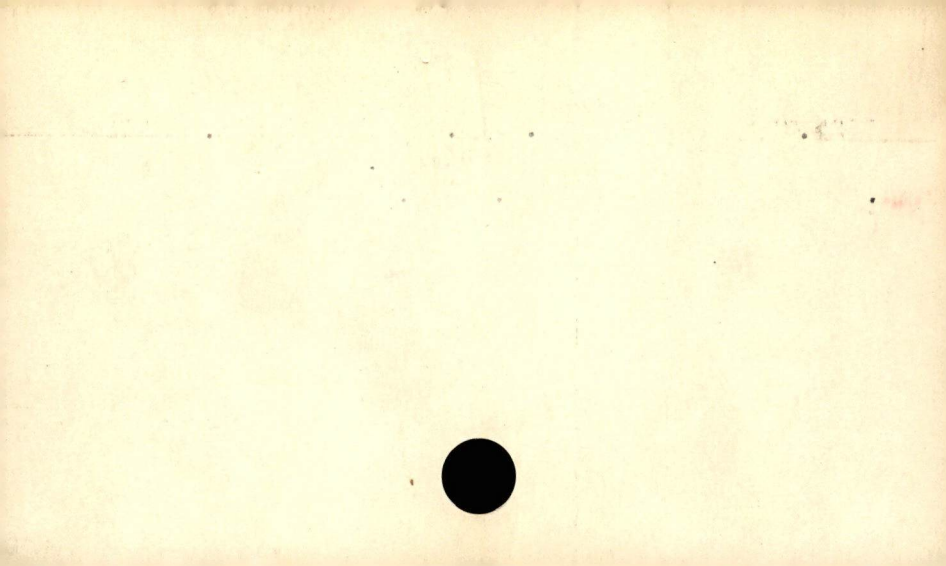
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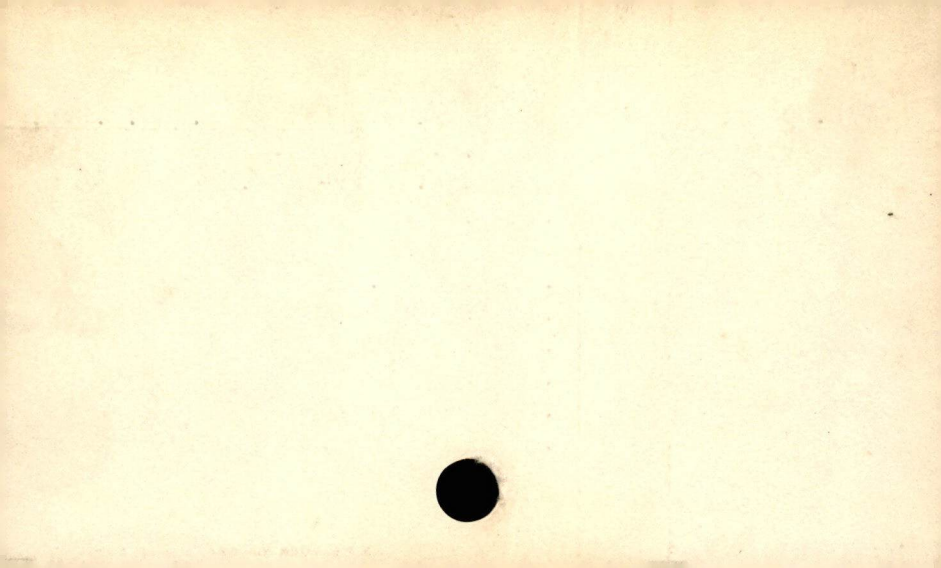
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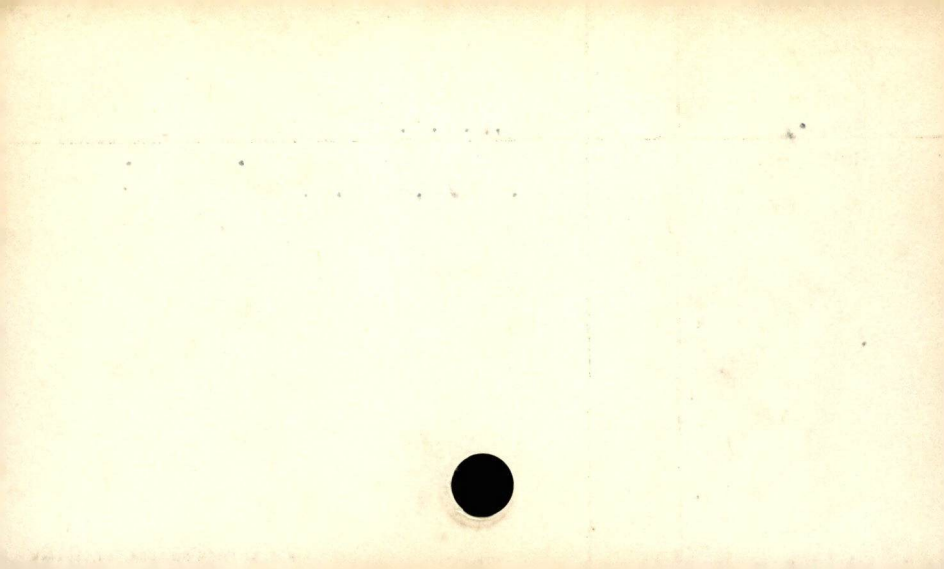


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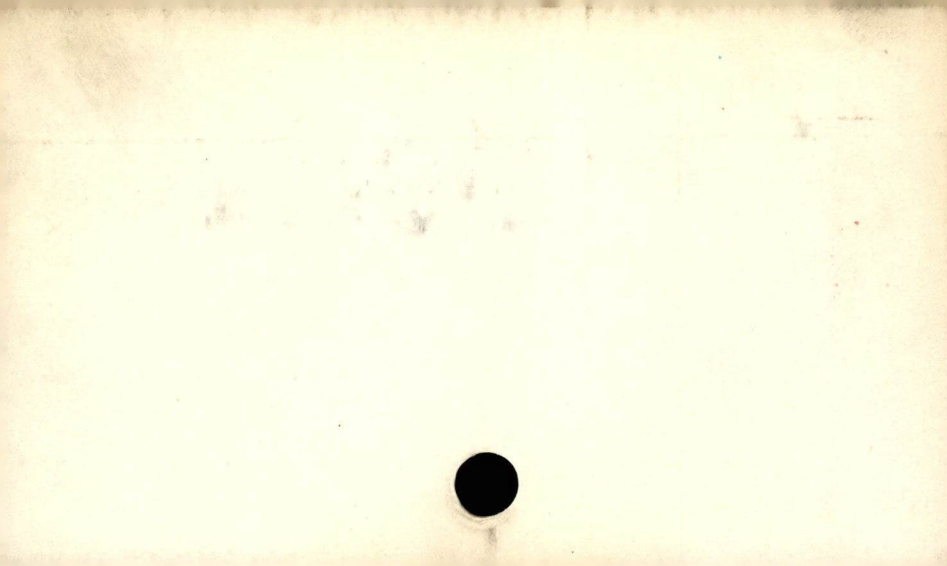
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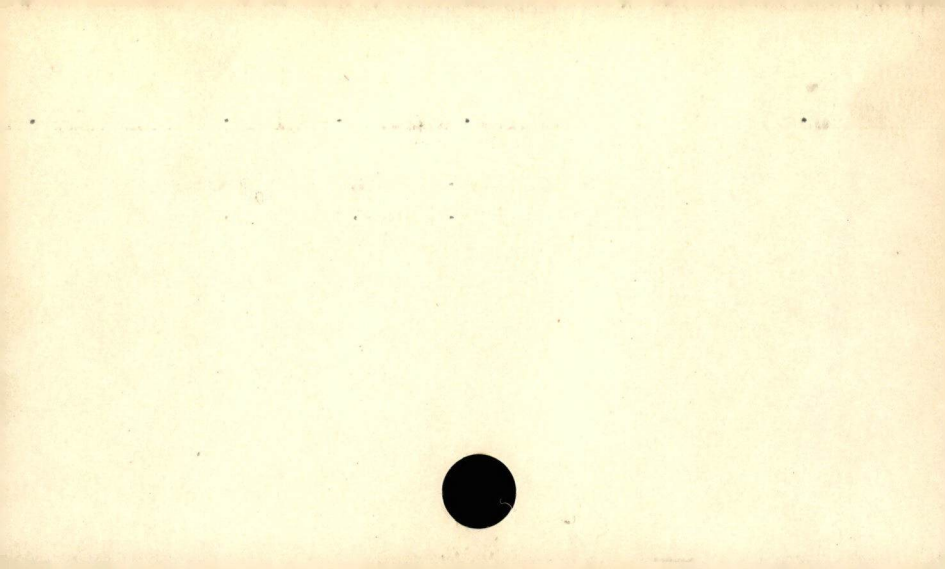
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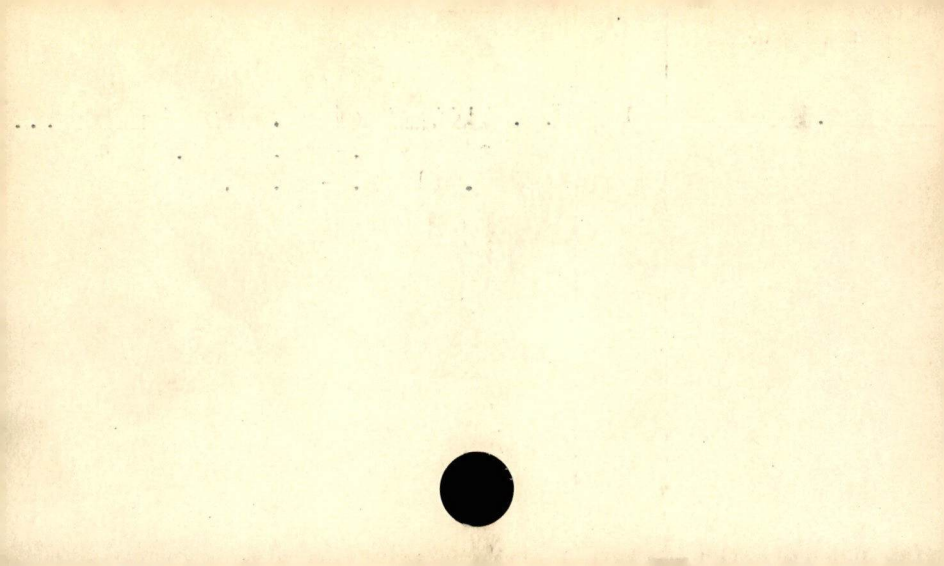
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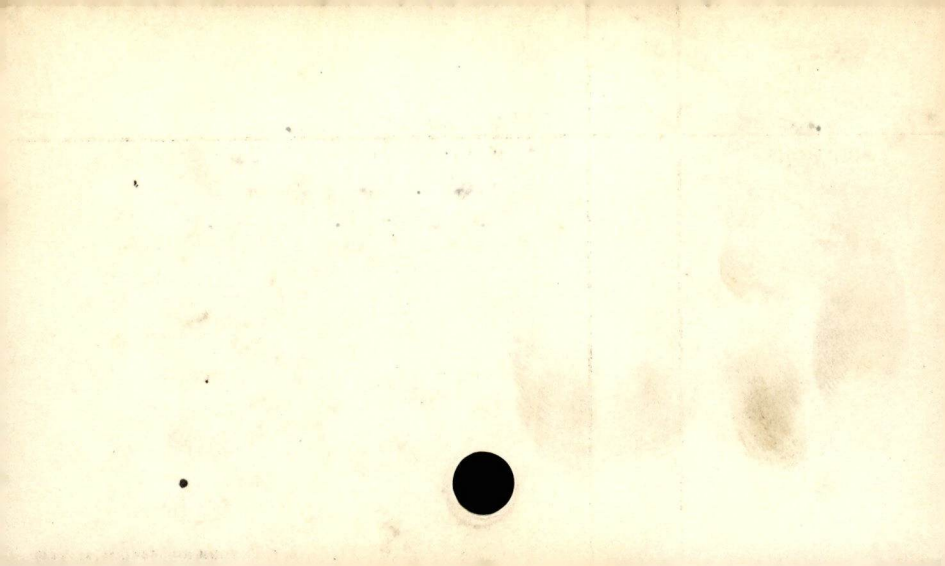
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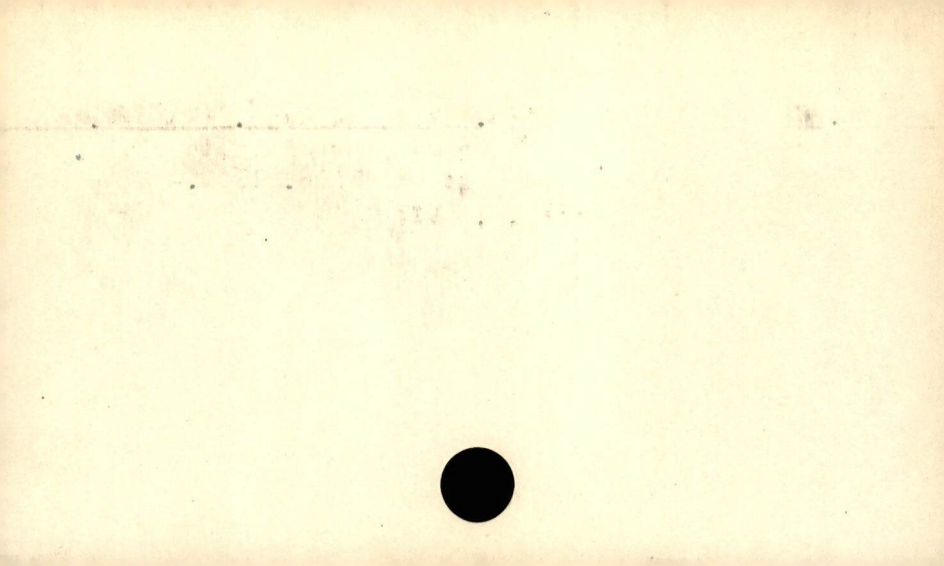
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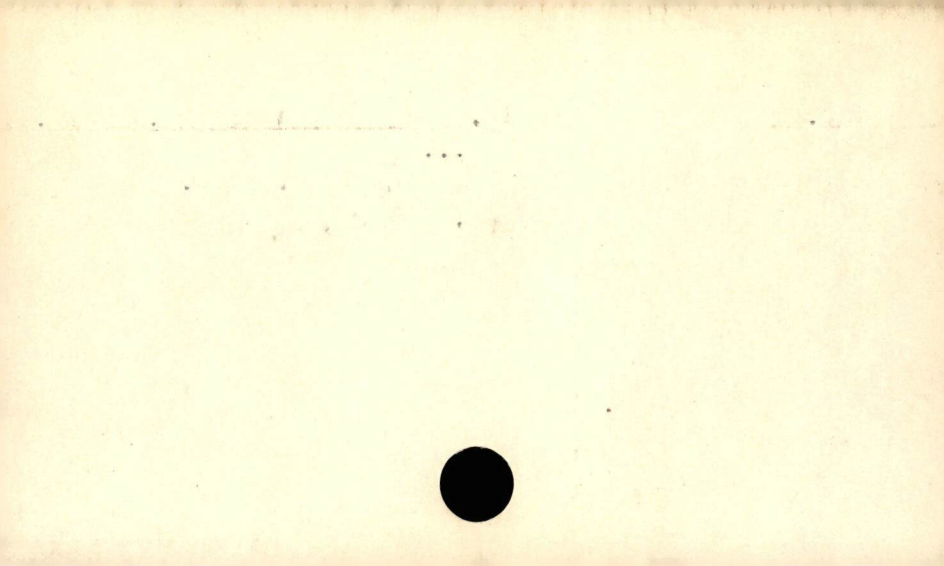
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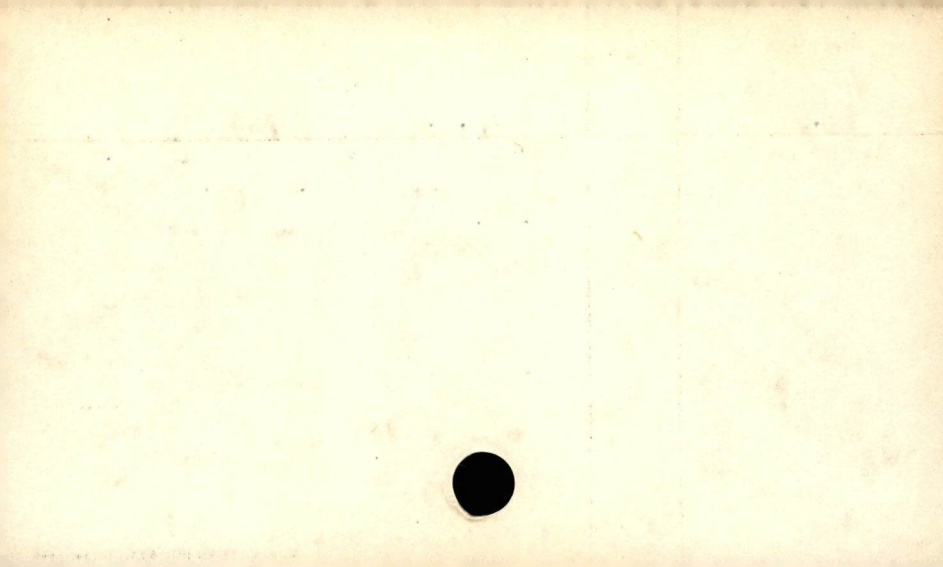
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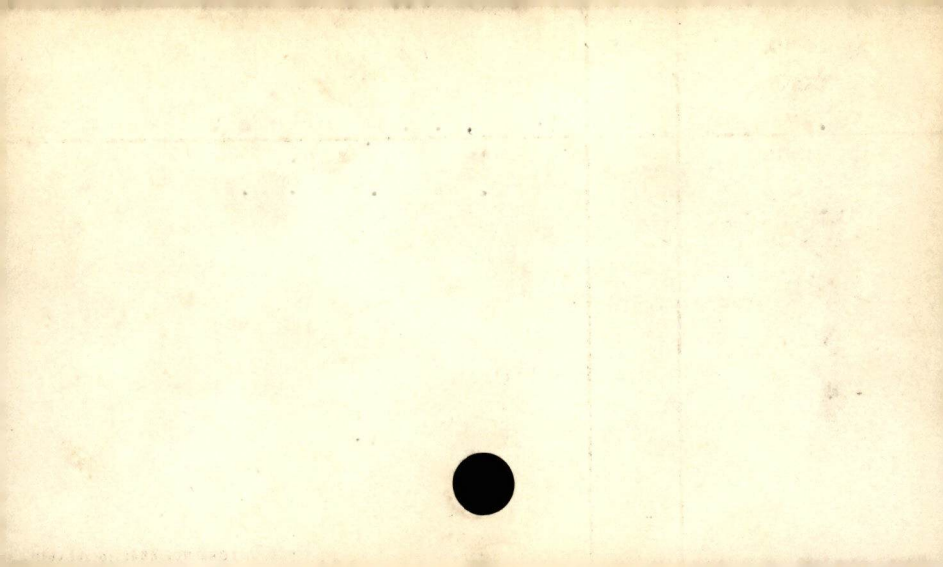
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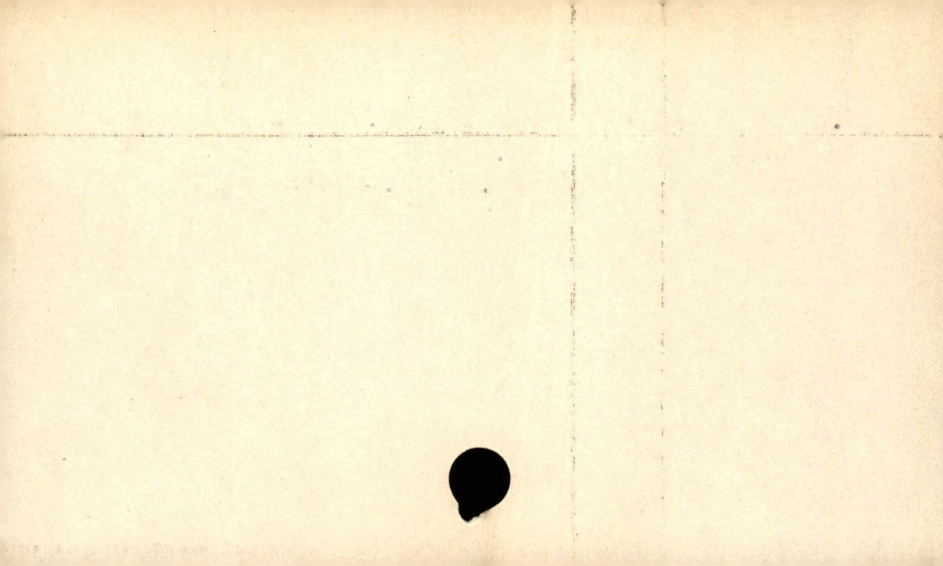
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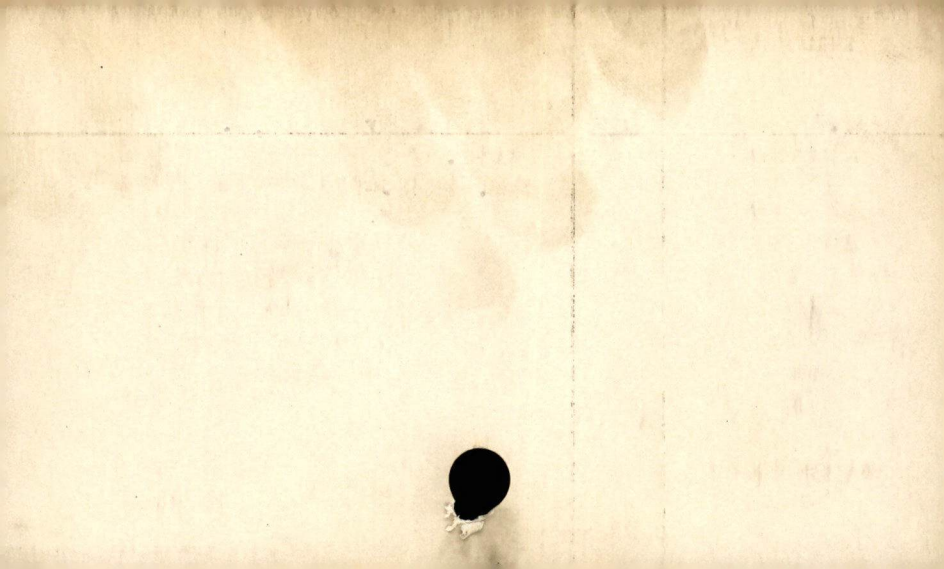
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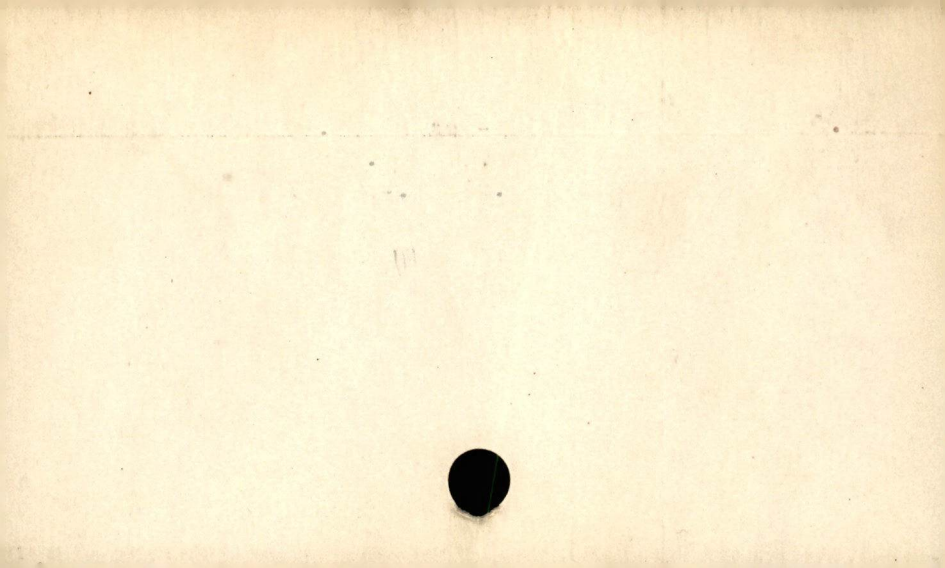
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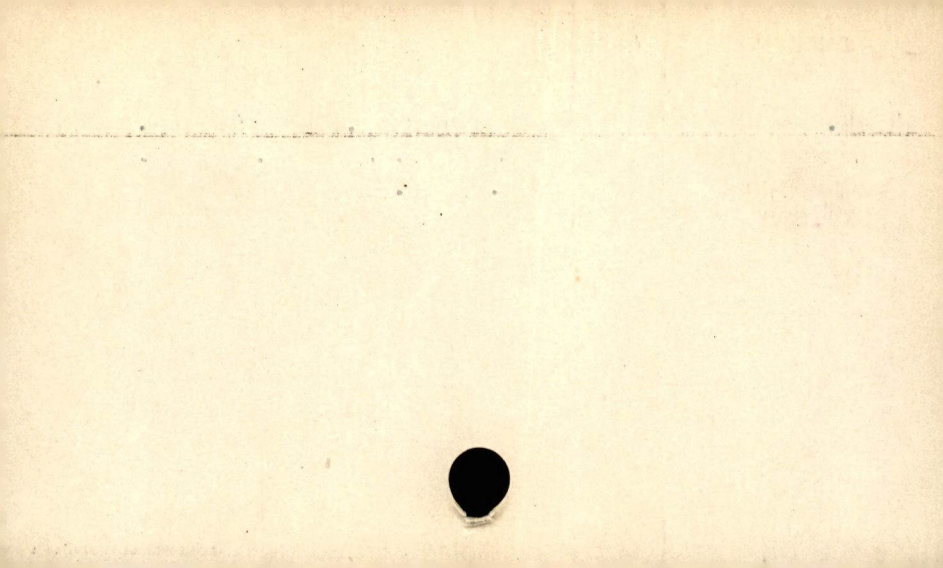
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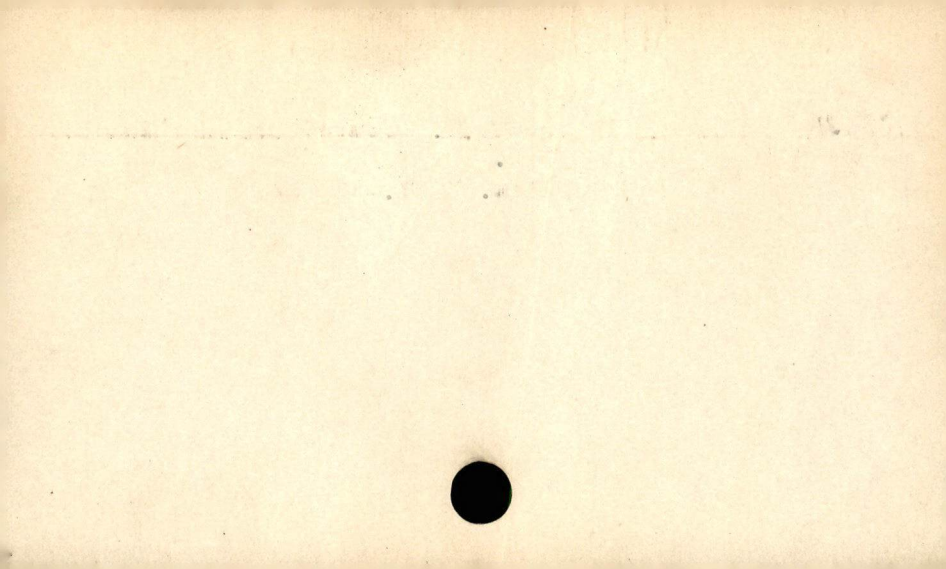
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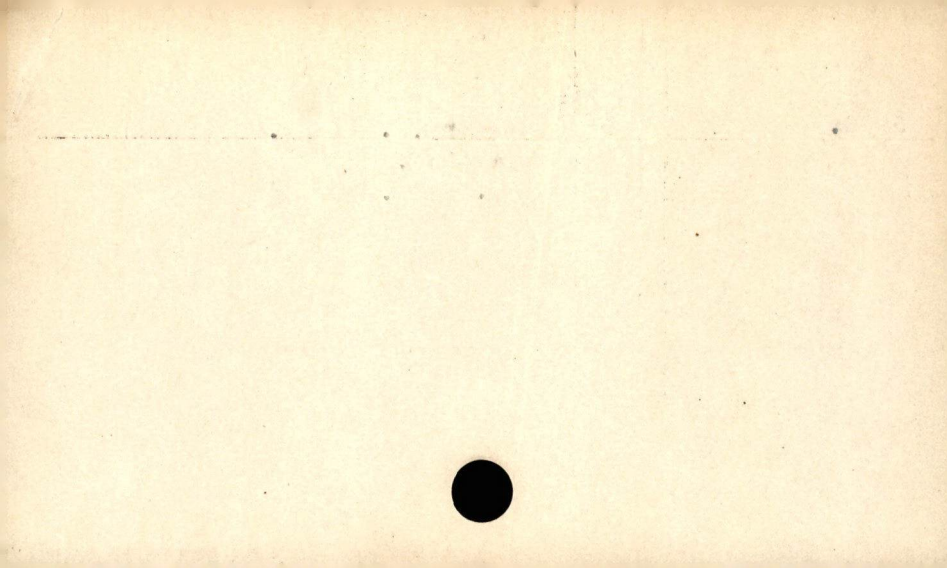
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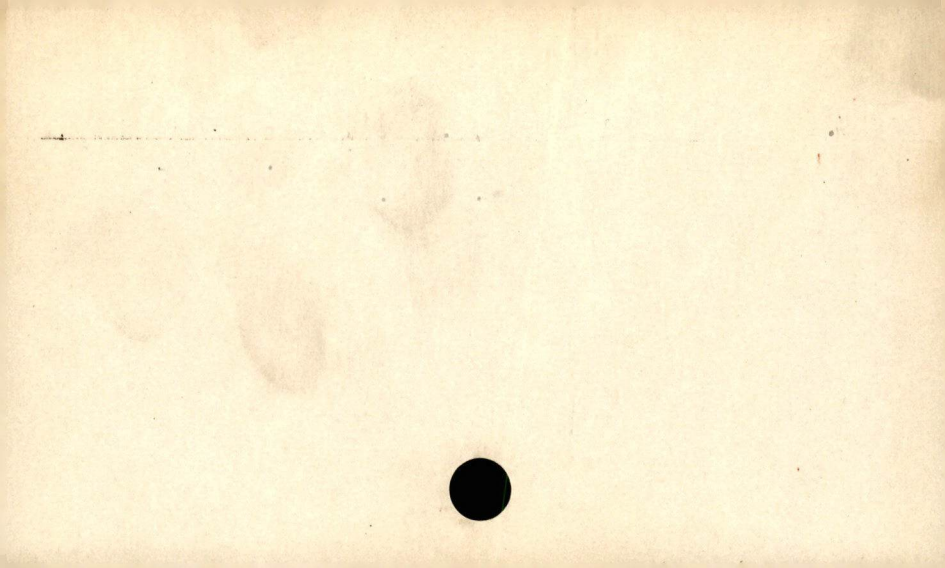
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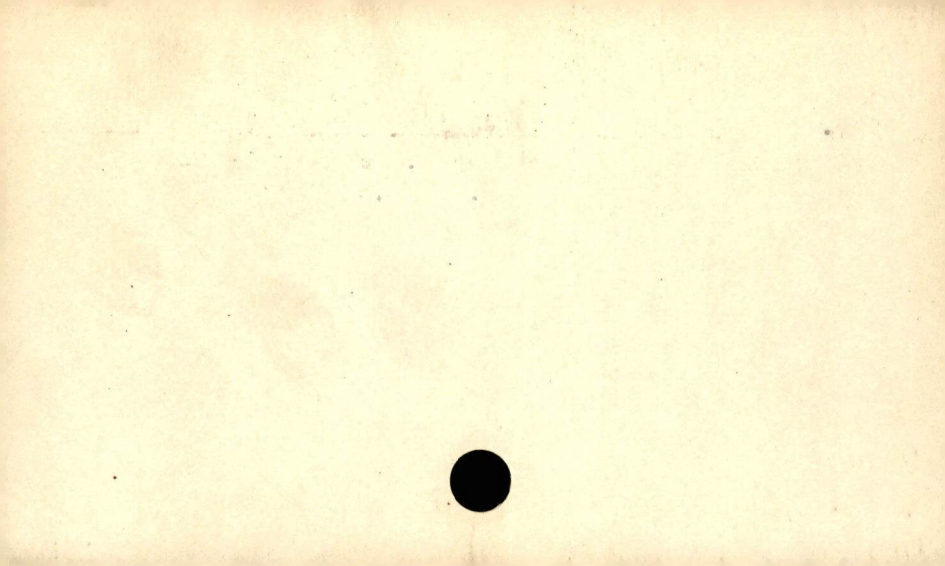
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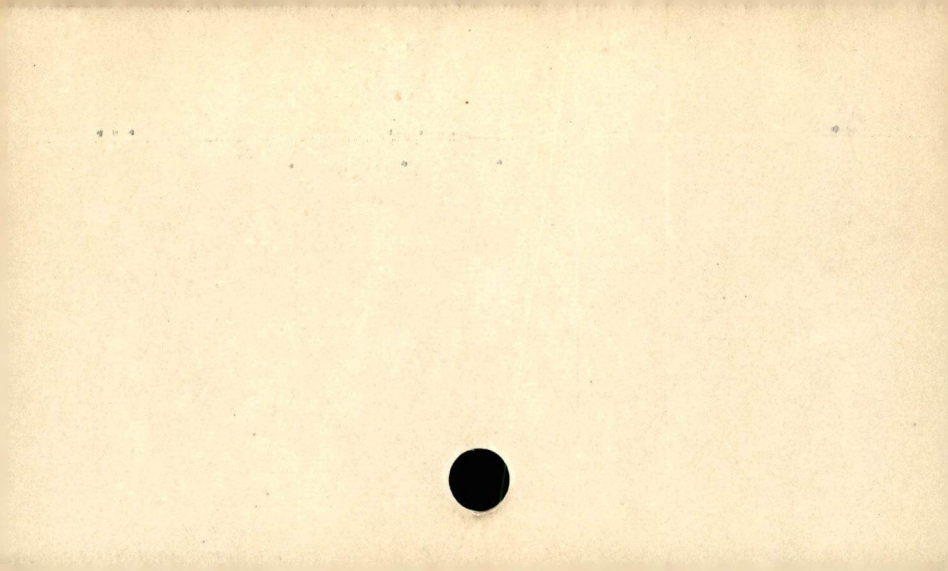
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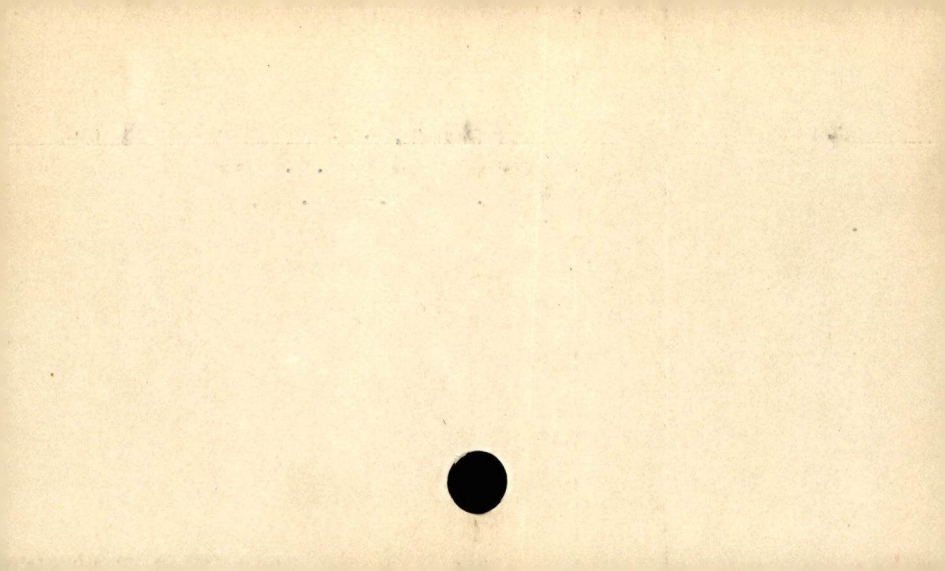
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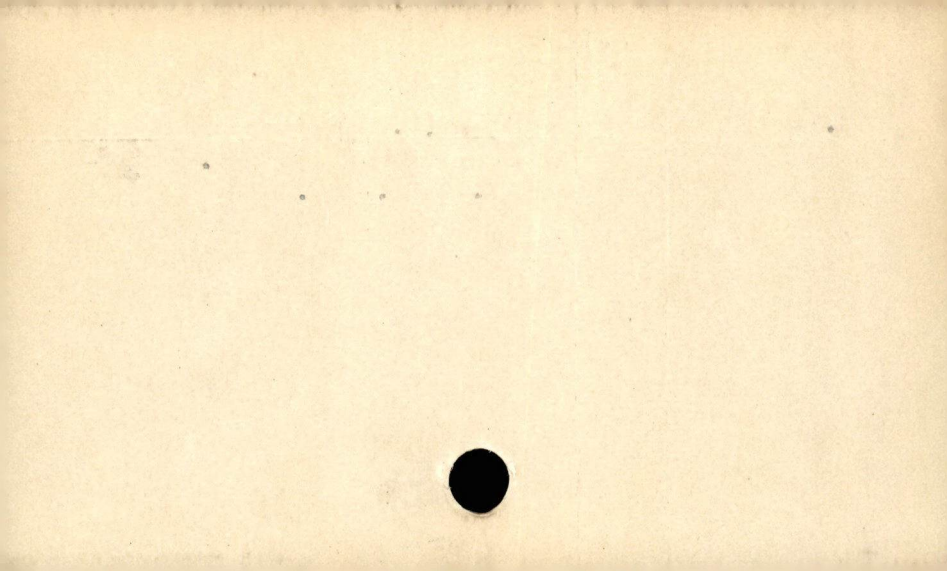
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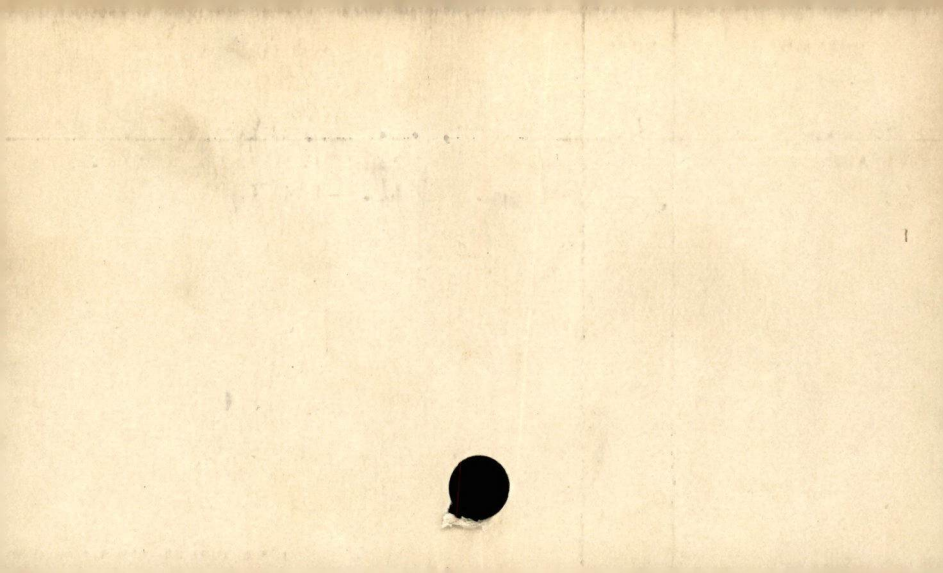
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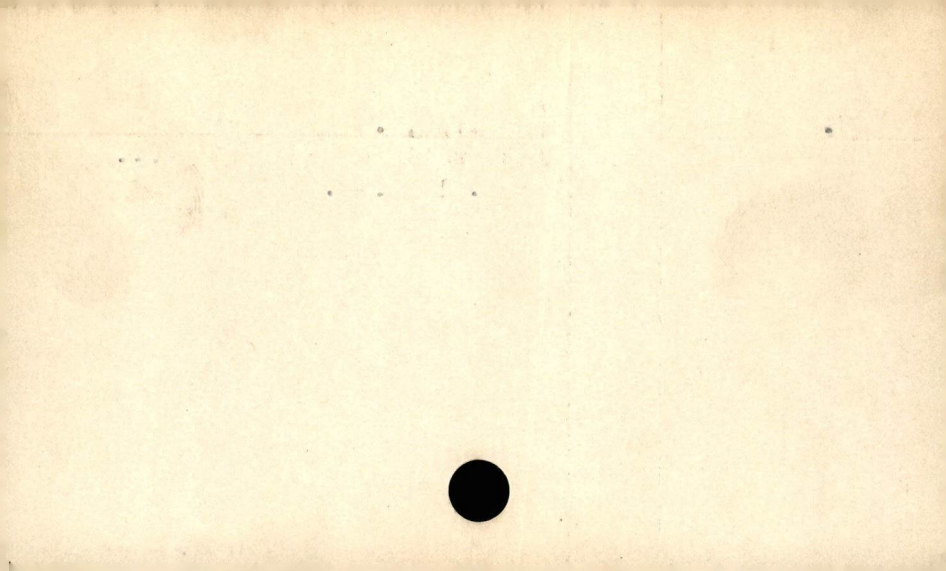
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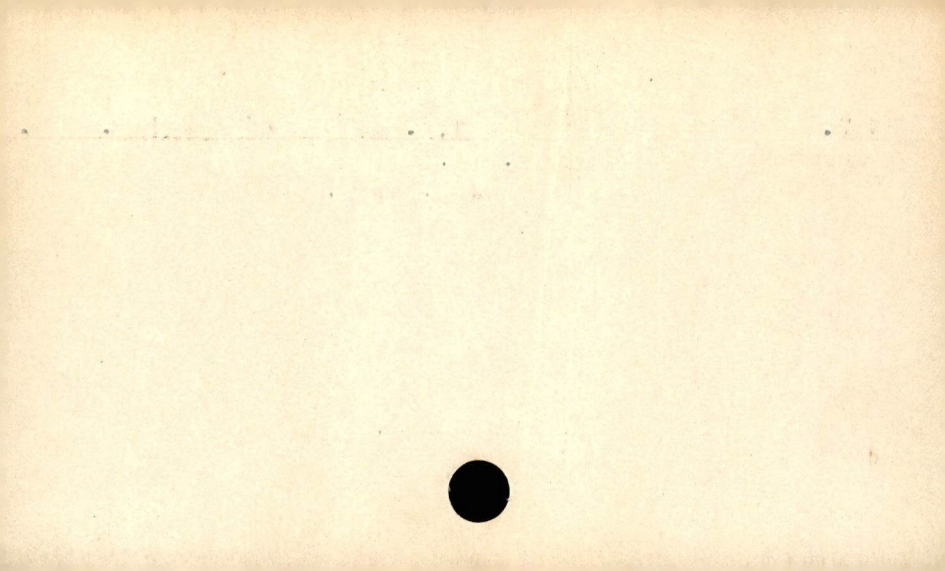
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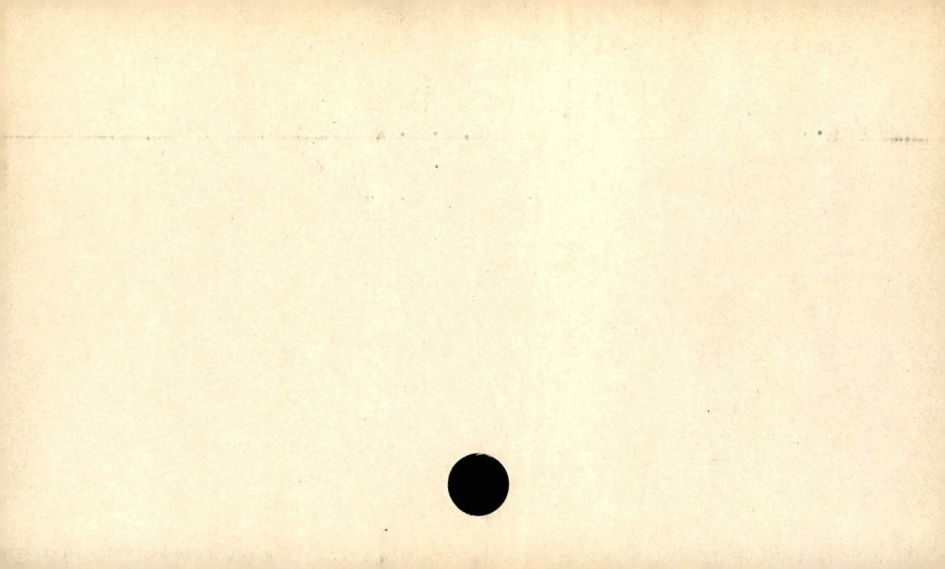
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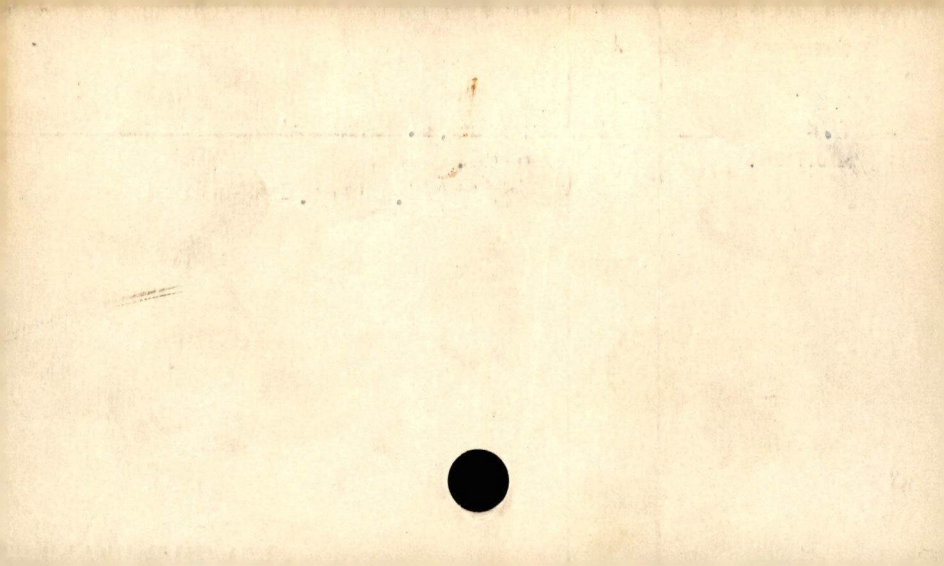
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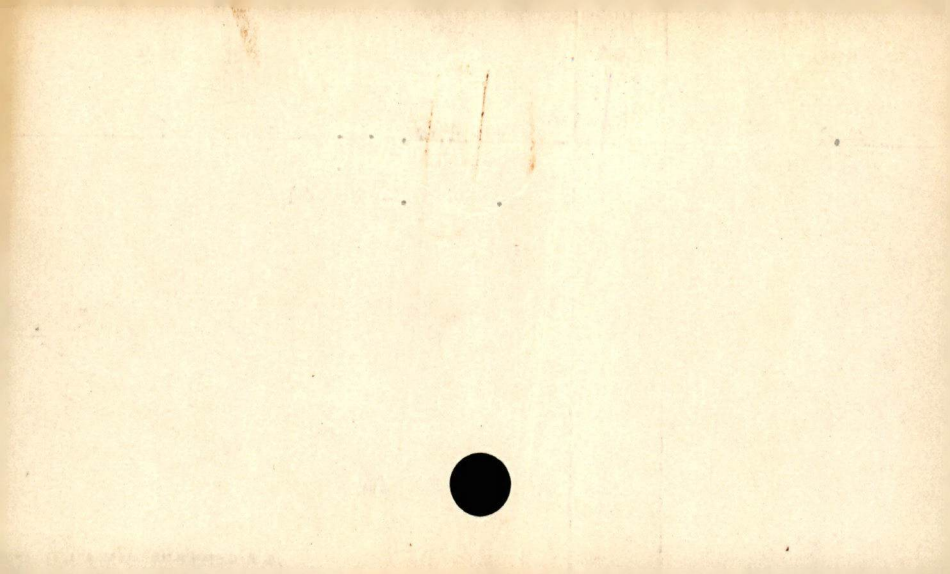
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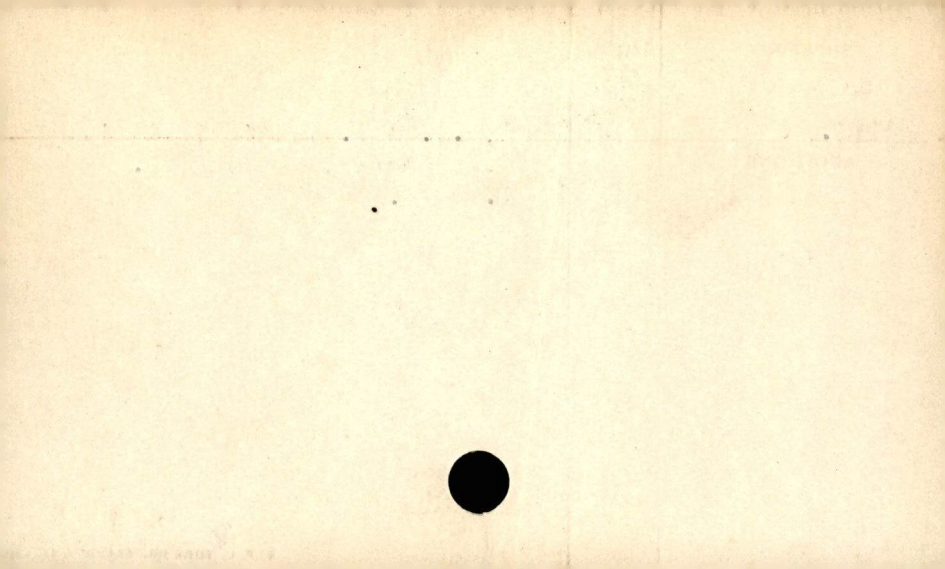
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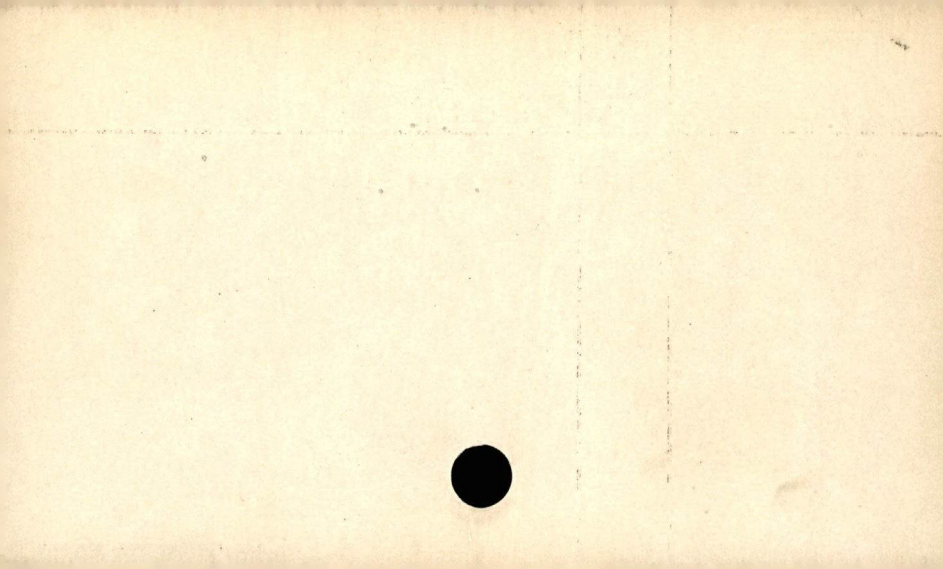
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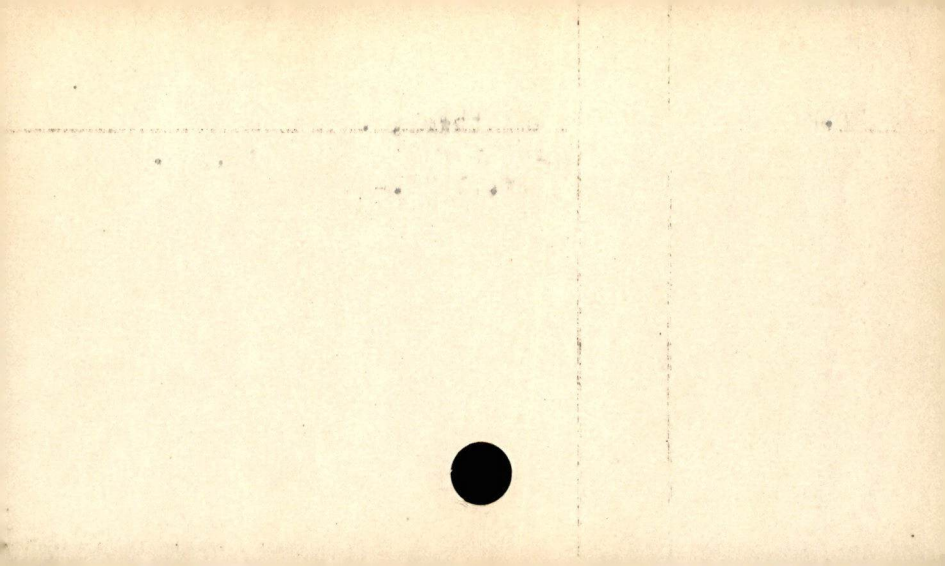
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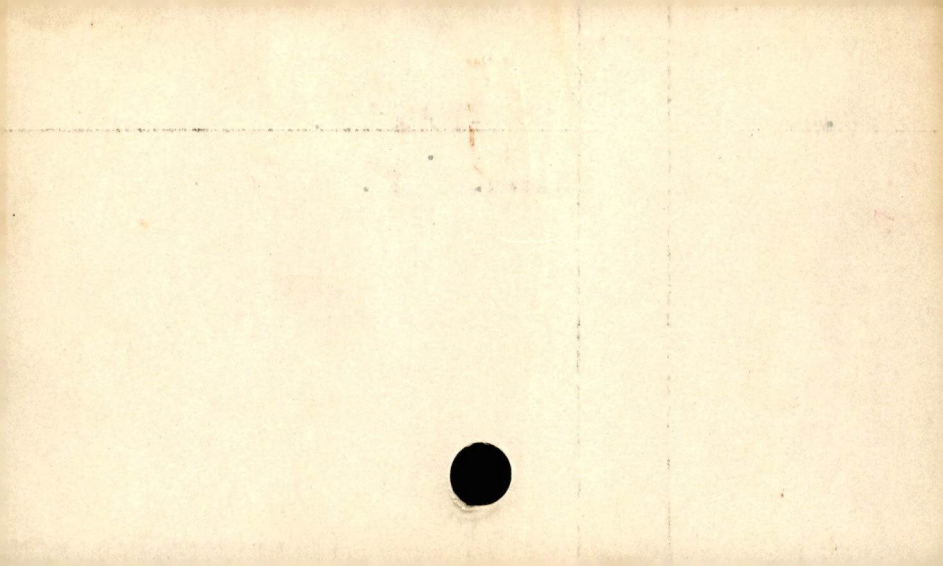
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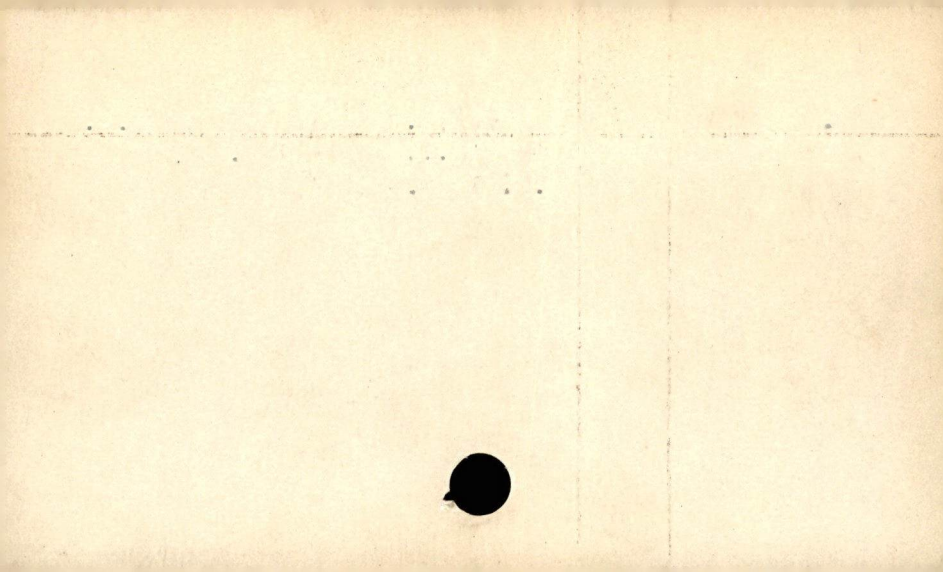
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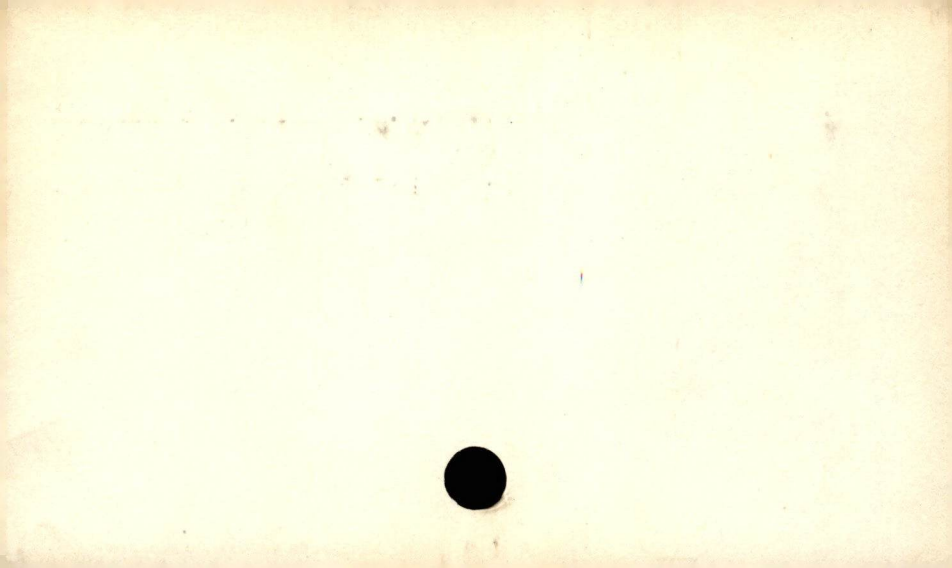
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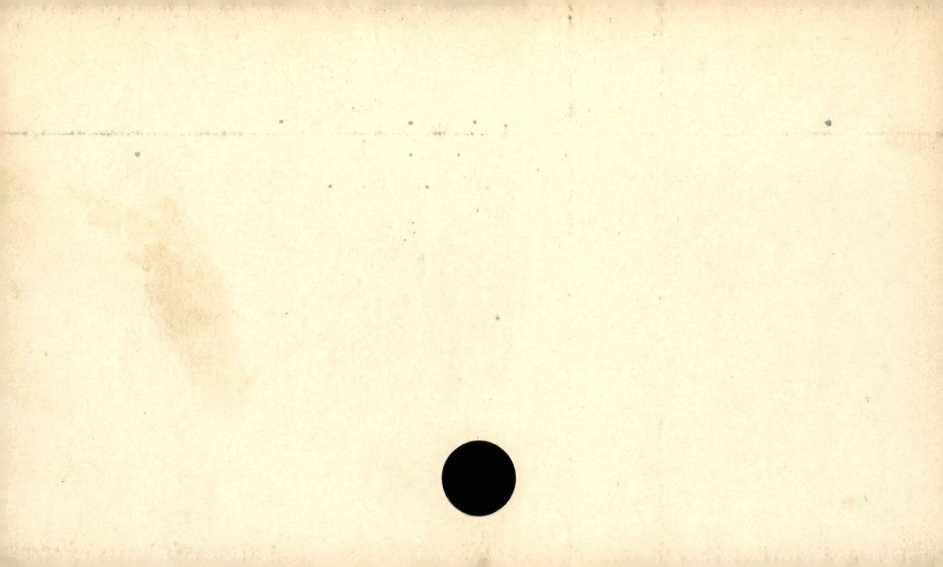
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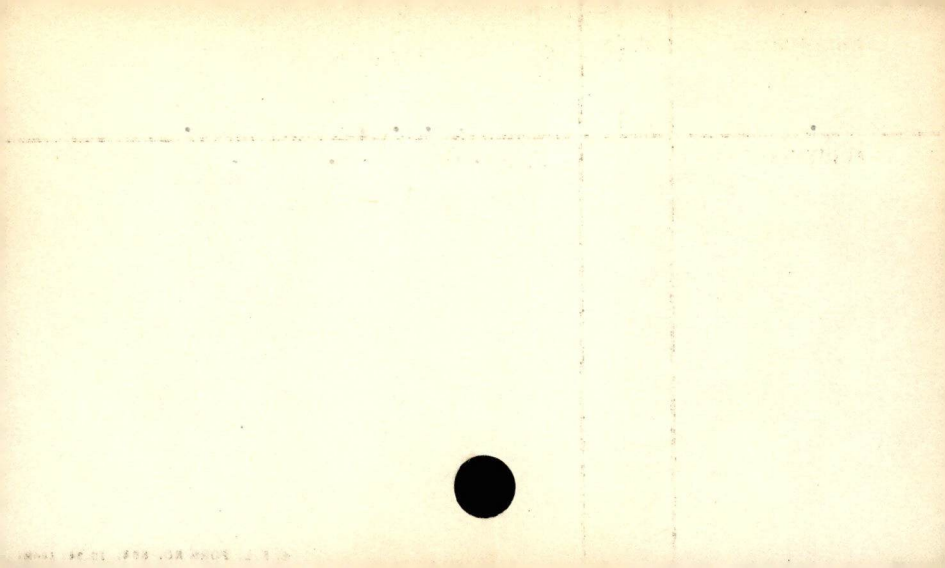
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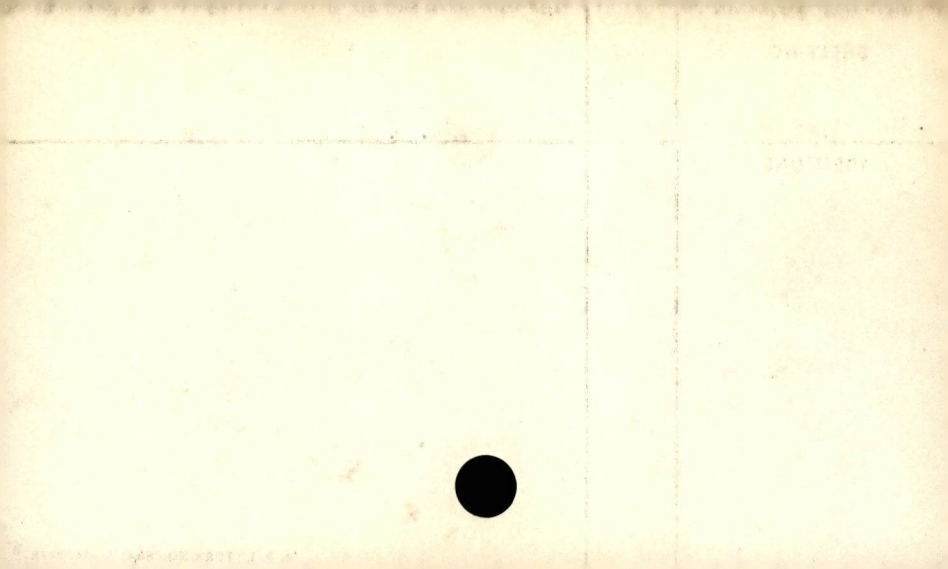
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1

Malécot, L.A. Précis de droit
féodal.

ADDITIONS

Paris. 1876.-195929



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VOLS.

~~5629.17~~

~~1~~

~~Constant, C. Code des théâtres.
Paris. 1876.-202697~~

ADDITIONS

DRex. July 1/4



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VOLS.

**RARE BOOKS
DEPT**

5629.18

1

RB
Harmanopulos, C. Promptvarium

ADDITIONS

joris civilis.
Lausannae. 1580.-203336



SHELF-NO.

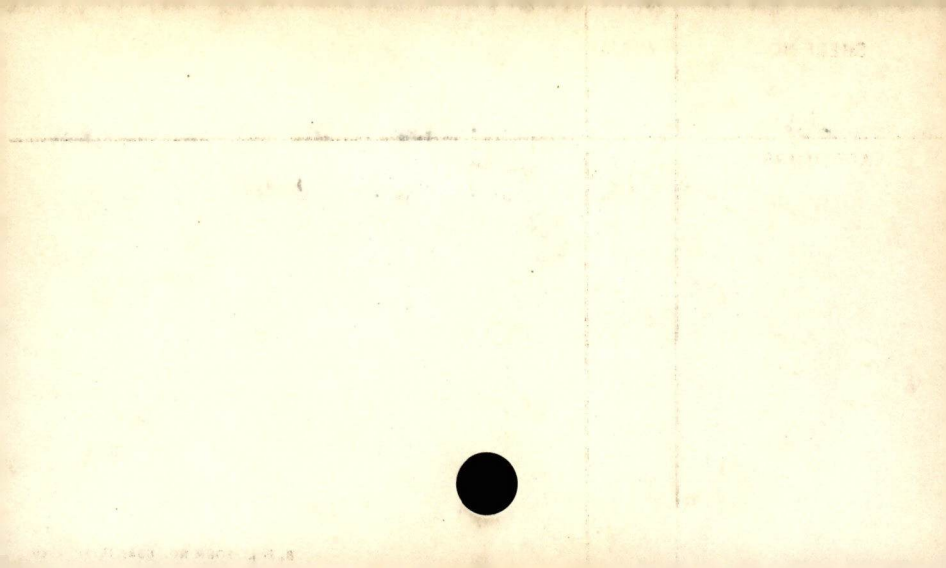
✓
VOLS.

5629.19

2

✓
Hugo, G. Lehrbuch der juristischen
Encycl.
Berlin. 1835.-203352

ADDITIONS



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VOLS.

5629.20

1

Cubain, P.L.R. Etudes sur le droit
romain.

ADDITIONS

Paris. 1876.-208173

1943



SHELF-NO.

VOLS.

5629.21

1

Wilson, R.K. Hist. of modern Eng

ADDITIONS

law..

Lond. 1875.-213730

Missing 1983



SHELF-NO.

✓
VOLS.

5629.22

2

✓
Paterson, J. Commentaries on the
liberty of the subject, etc.
Lond. 1877.-215482

ADDITIONS



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5629.23

1

Victim, The, of chauncery.

ADDITIONS

N.Y. 1841.-329184



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VOLS.

5629.24

1

Germany. Criminal code of the

ADDITIONS

German empire.

Lond. 1885.-Oct.16,94/B



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5629.25

1 Labouchere, A.J. Artt. 255 en 257

ADDITIONS

Wetback van Strafrecht.
Utrecht. 1894.-Jan. 6/95



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5629.26

1

Argentine Republic. Acts and laws.

ADDITIONS

Ley de elecciones..

La Plata. 1903.-May 14, 1903



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5629.27

1

✓
Alberdi, J.B. Derecho público
provincial argentino.
Buenos Aires. 1917.-Dec.14,22C

ADDITIONS



SHELF-NO.

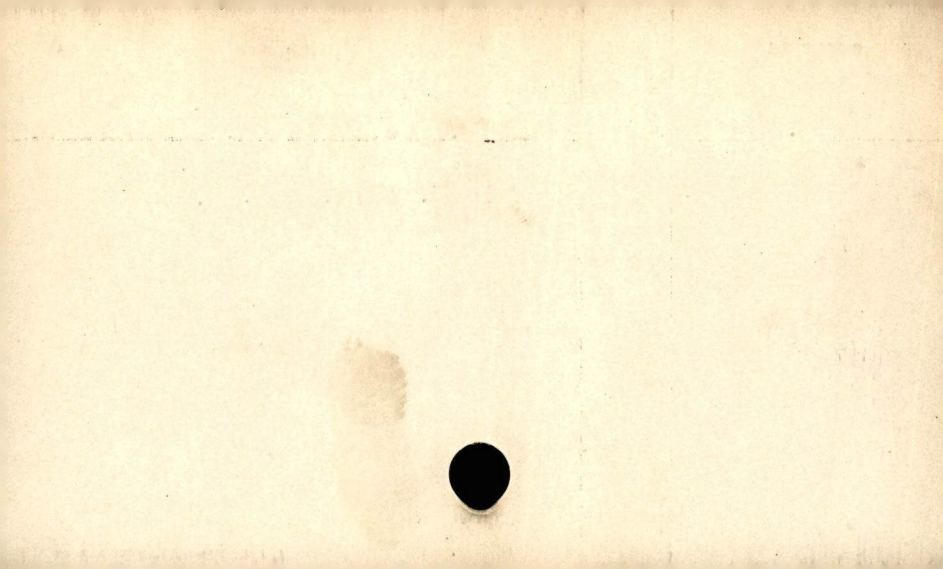
VOLS.

5629.40

1

Castile. Acts & laws. Libro de
los fueros de Castiella.
Barcelona. 1924.-Apr.10,25

ADDITIONS



Shelf 5629^A

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05 ^X	15	25	35	45	55	65	75	85	95
06 ^X	16	26	36	46	56	66	76	86	96
07 ^X	17	27	37	47	57	67	77	87	97
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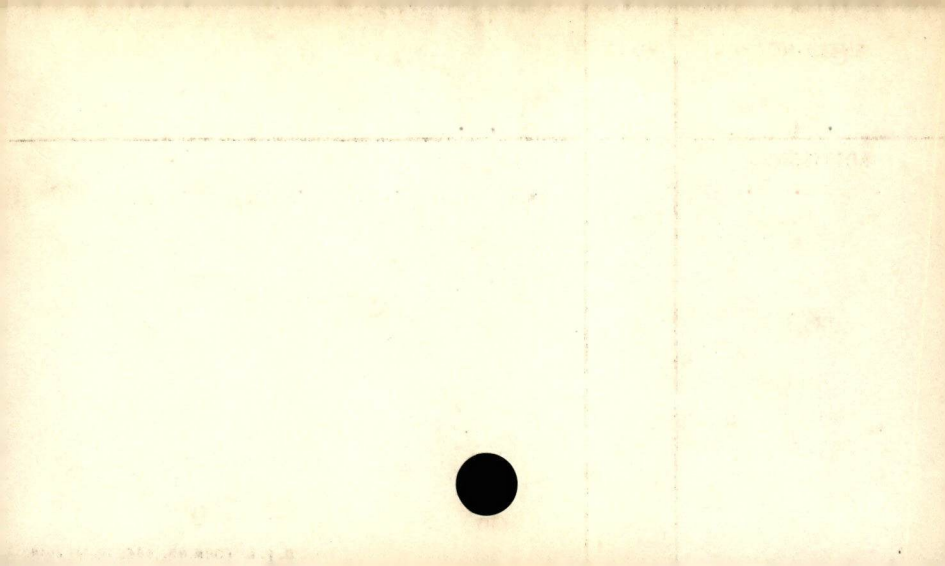
5629A.1

1

Duck, A. De usu et autoritate
juris civilis Romanorum.
Lugd Batav. 1654.-203329

ADDITIONS

Rem.to Q.48.744



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VOLS.

5629A.2

1

Corvinus, J. Elementa juris
civilis.

ADDITIONS

Rem. to Q.48.1025

Amsterdam. 1645.-286100



SHELF-NO.

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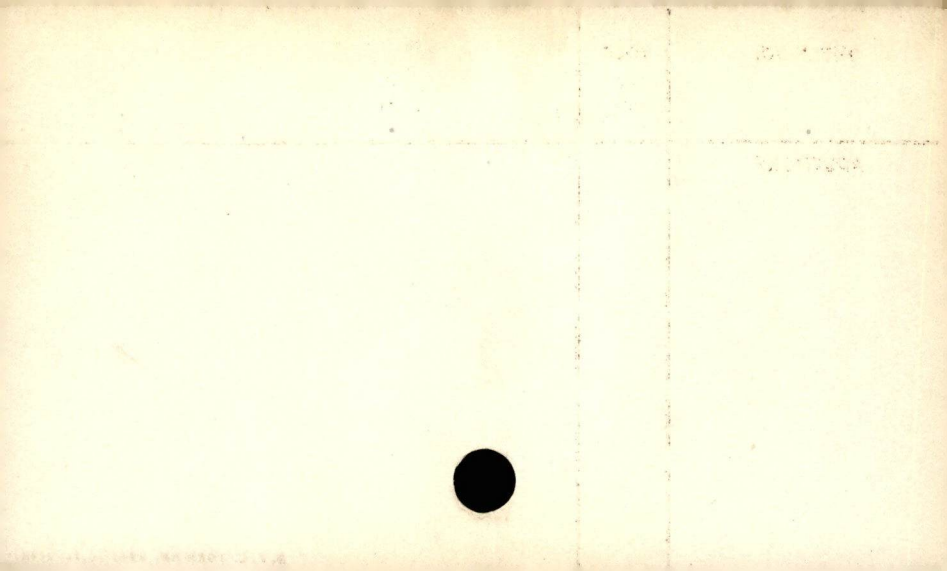
5629A.3

1

Labescode, L. De droit de seignier.

ADDITIONS

Paris. 1878.-254784



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✓
VOLS.

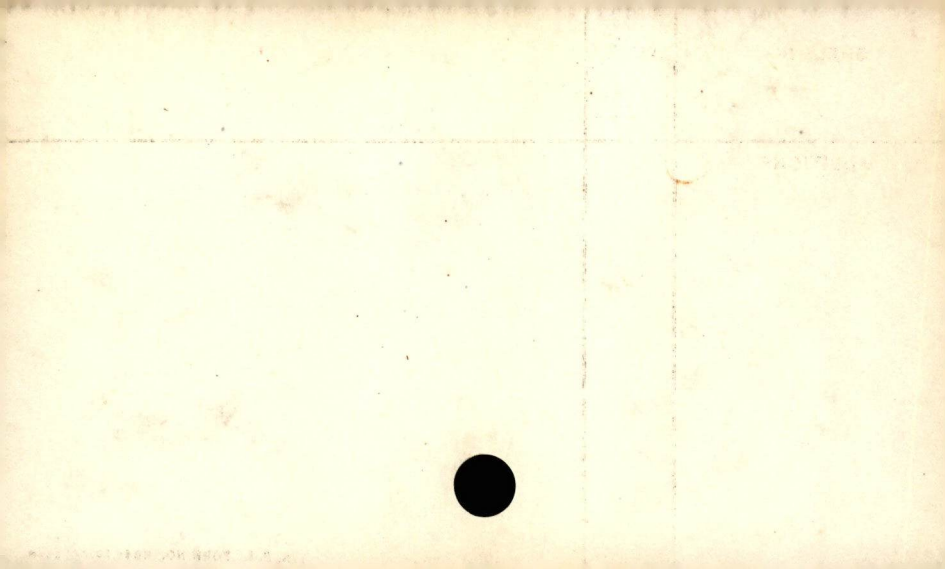
5629A.4

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✓
Strafgesetzbuch für d. Norddeuts-
chen Bund.

ADDITIONS

Berlin. 1870.-427466



SHELF-NO.

VOLS. ✓

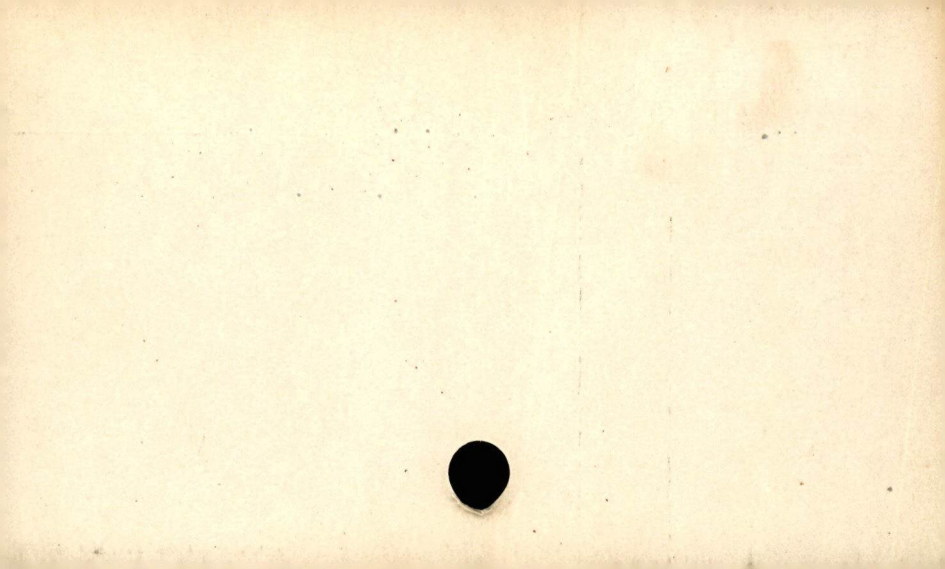
5629A.5

1

✓
Pigeau, E.N. Introd. à la procédure
civile.

ADDITIONS

Paris. 1784.-Nov.18/96



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VOLS.

5629A.6

1

Larnaude, F. Les sciences juridique
et politiques.
Paris. [1915.]-July 2, 18.

ADDITIONS



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RB

5629A.7

1

Saint Germain C. Two dialogues...

ADDITIONS

on the laws of England. etc.
London. 1673.-Nov.3/1900A



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VOLS.

5629A.9

1

Sullivan, J.M. The supplanting of
the Brehon laws in Ireland.
Bost. [1905?]-Oct.21,1905

ADDITIONS



Shelf 5630.....

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04 <i>X</i>	14	24	34	44	54	64	74	84	94
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VOLS.

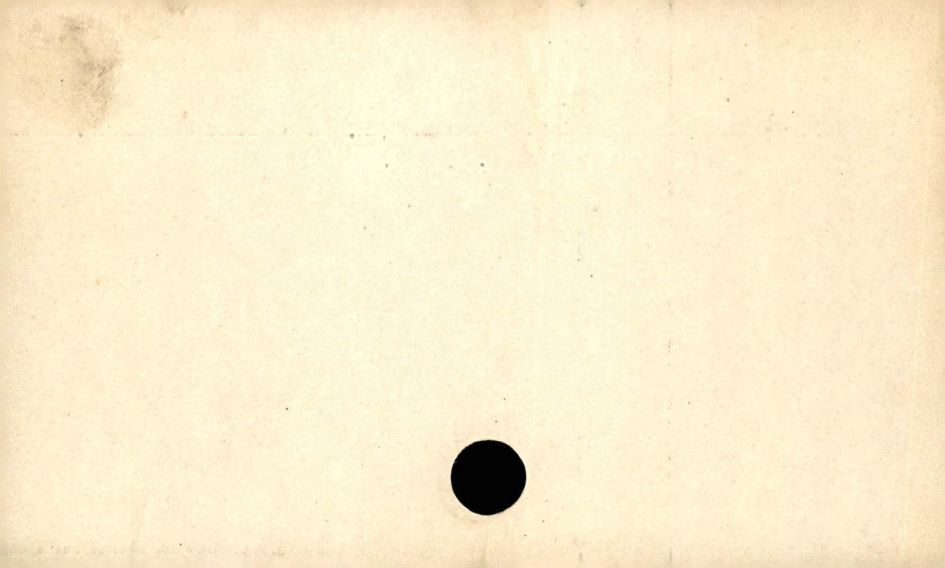
5630.1

2

Cunningham, T. Law dictionary.

ADDITIONS

Lond. 1765.-133174



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VOLS.

5630.2

1

~~1~~ *RB*
Dalton, M. The office and
authoritie of Sherife.
L. 1623.-273041

ADDITIONS



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5630.4

1

Ashe, T. Le premier volume del

ADDITIONS

promptuarie &c.

Lond. 1614.-Feb. 14, 1894



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VOLS. ✓

5630.5

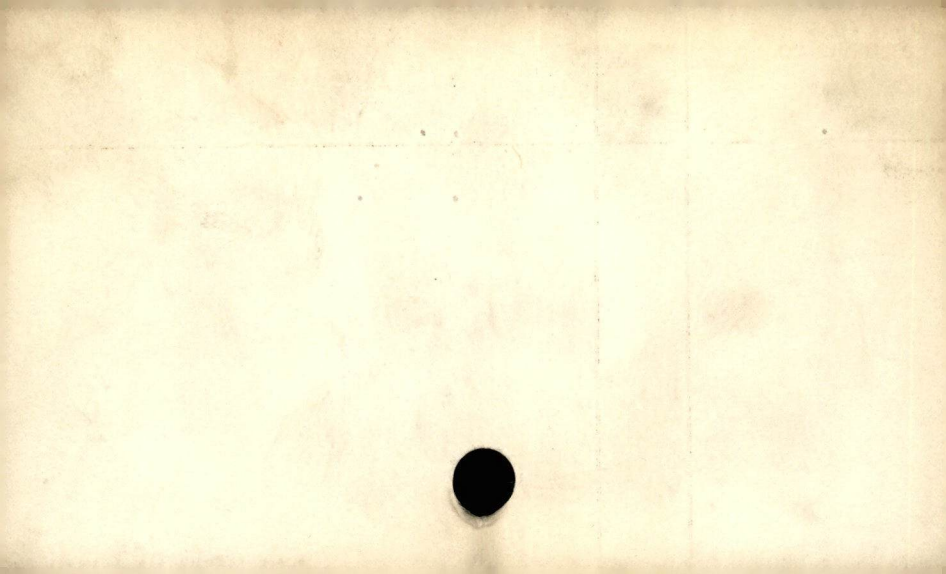
1

Guazzini, S. Tractatos ad defensam

ADDITIONS

inquisitorom.

Venetiis. 1649.-80148



SHELF-NO.

VOLS.

5630.10

Montgomery Ward & Co. Cat. ✓ Fall &
Winter.

see Cont. Cds.



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~~-5830:12-~~

ADDITIONS

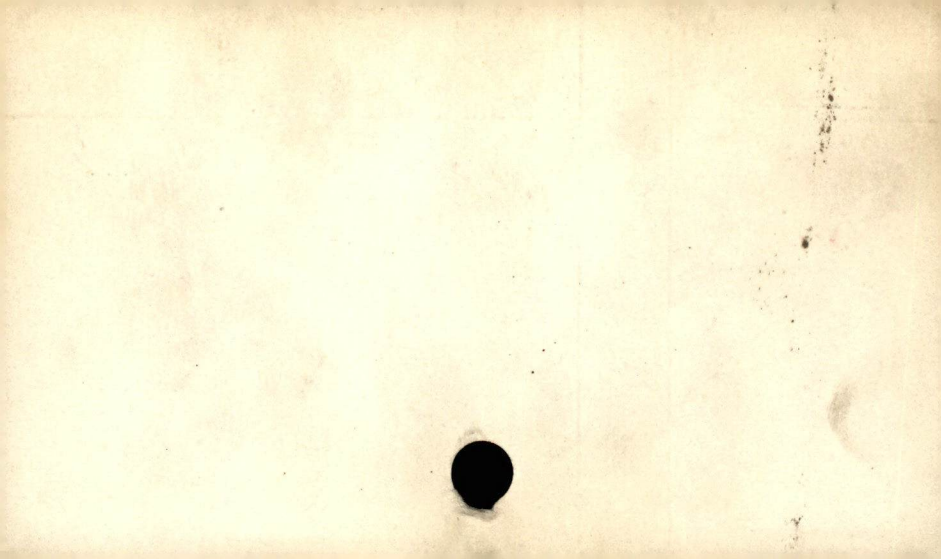
Miss. 1940

No repl.

1 Debaters Information. Be it

Resolved: that the present chain
store system is detrimental...in-
terests of our nation.

Portland. 1930.-1/26/32BB



5630.15

~~Dup. SL Card~~

MARCONI'S INTERNATIONAL
REGISTER

~~67th ed. 1967 (Red) Stacks~~

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~~72nd ed. 1972 (Red)~~



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10 in

Retail Tobacco Dealers of America,

Inc. Tobacco retailers' almanac.

Nos. 4, 5. [1936, 37.]

[N.Y. 1936, 37.]- (7/19/37) ✓

6th (6/27/38) ✓

7th (June 26, 39) ✓

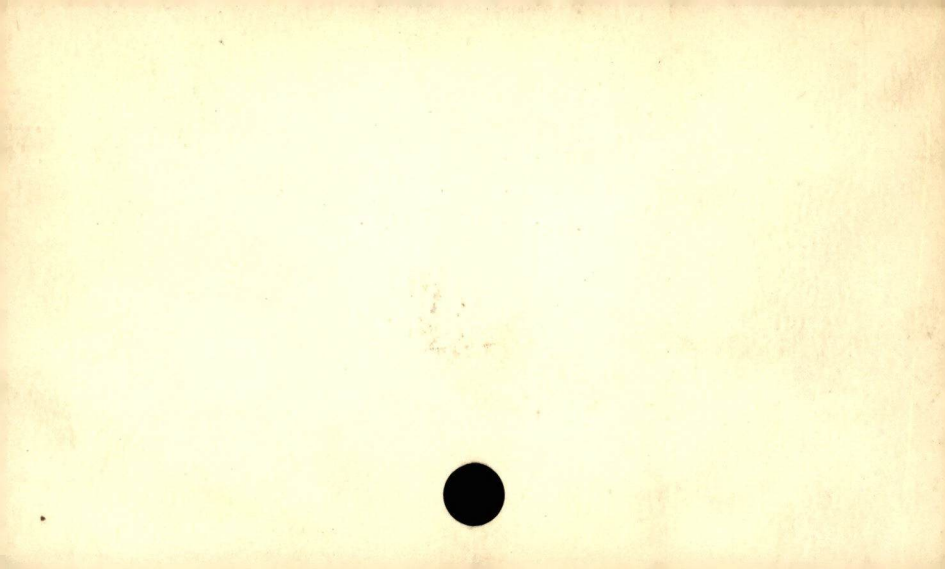
8th (June 10, 40) ✓

9th (6/25/41) ✓

10th-13th (12/18/45)

42nd - (1978)

43, 1979 (10/80)



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1 Dennison manufacturing co.

Dennison catalog 38.
[Framingham. 1938.]-
38(3/10/38)



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02	12	22 [✓]	32	42	52	62	72	82	92
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08 [✓]	18 [✓]	28 [✓]	38	48	58	68	78	88	98
09 [✓]	19	29	39	49	59	69	79	89	99



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2

Dillon, J.F. The law of municipal corporations.

N.Y. 1873.-203455

ADDITIONS

Miss. 1929



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5630A.2

1

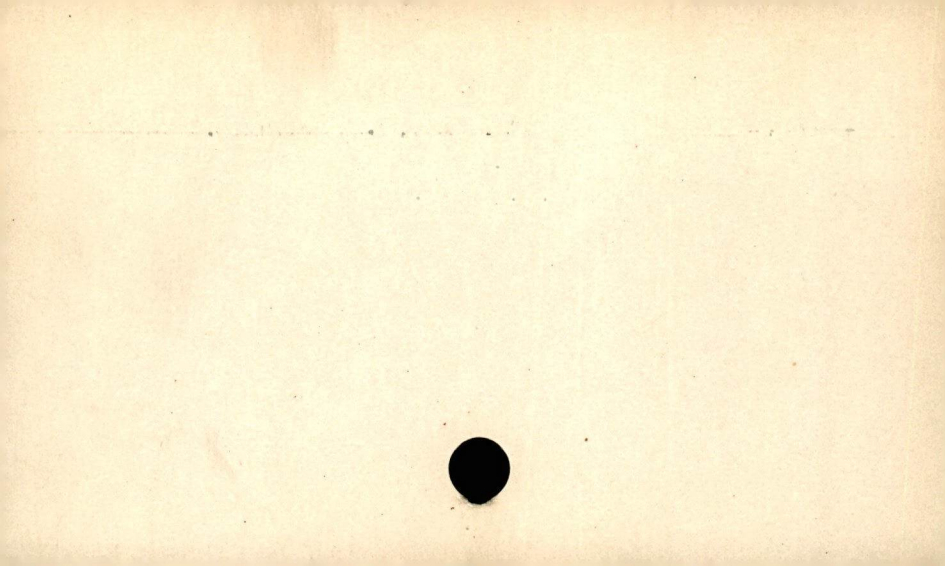
Blackstone, W. Comment. on laws of
Eng.

ADDITIONS

Miss. 1923

No repl.

N.Y. 1877.-239113



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5630A.3

1

Charrier-Juignet T. Index des

ADDITIONS

trois codes civil.
Paris. 1877.-242164



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7

U.S. War Dept: A digest of opinions
of the Judge Adv. gen.

Wash. 1880-1912.- [1880]285197

1901(June 24,01)1912(June 12,12)

1912-17(Oct.1,17)1924-26(Aug.15,27)

1912,30-1931 Suppl.(Oct.11,32)

1912-40(4/8/42)



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1

Eliot, C.W. The exemption from
taxation of church property &c.
n.d.-(20579)

ADDITIONS



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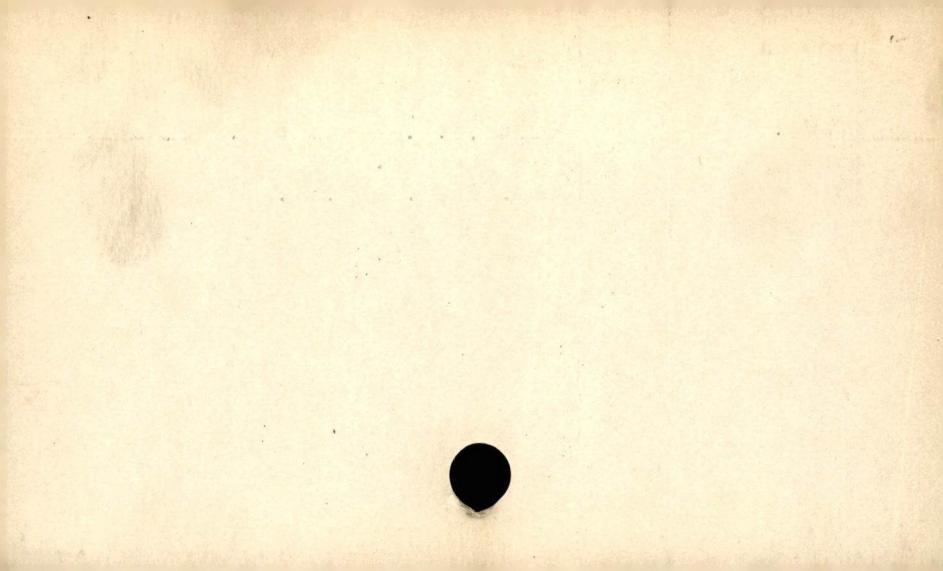
5630A.6

1

Dillon, J.F. Laws etc. of England
and America.

ADDITIONS

Bost. 1894.-Mar.19,94C



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1

U.S. Judge Advocate, Gen. of the
Army. Digest of opinions of
Judge Advocate. to Jan.1,1901
Wash. 1901.-June 24/1901

ADDITIONS

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✓
VOLS.

5630A.8

2

U.S. Judge Advocate, Gen. of the

ADDITIONS

Army. Opinions

Wash. 1919.-Jan.3/20

V.1 (1917)

V.2 (Mar.22,20)



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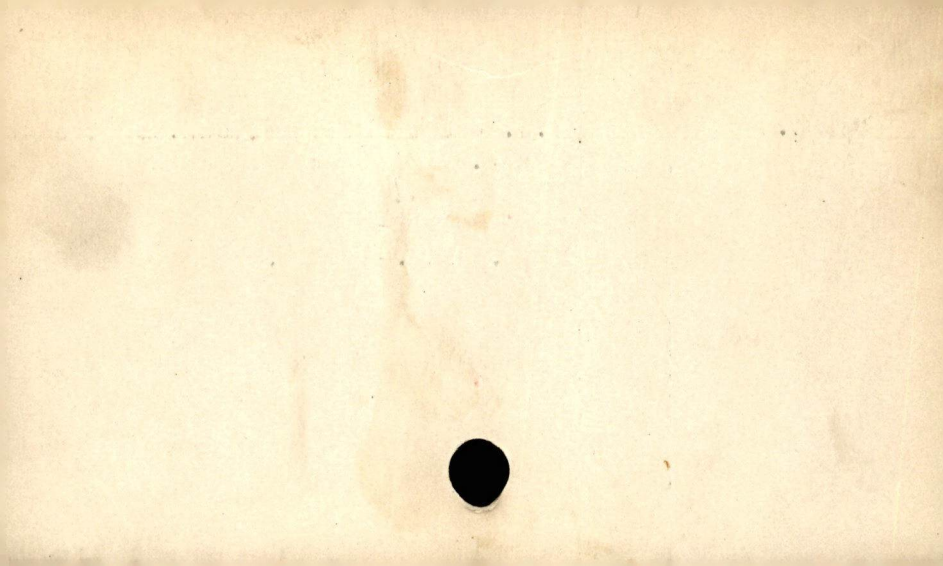
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ADDITIONS

U.S. Judge Advocate, Gen. of the
Army. [Opinions & digests of
opinions.]
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Administration Journal of business
analysis & control. V.1-17.
N.Y. 1921-1928.



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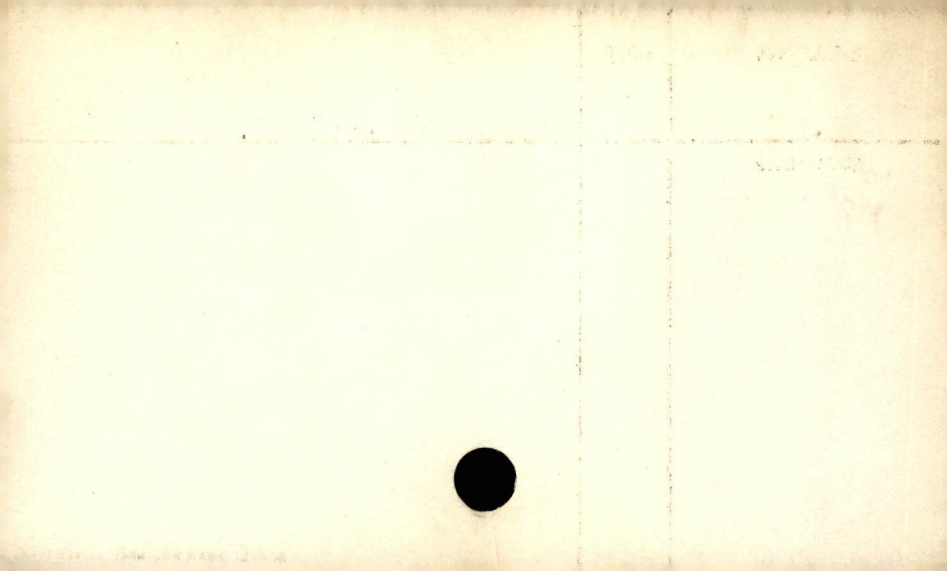
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Novelty News.

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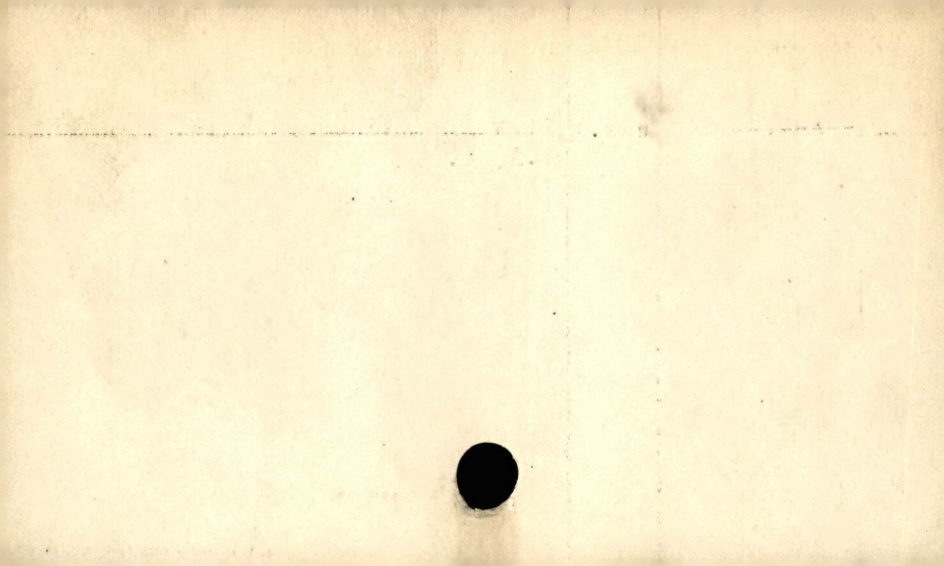
Harvard Business Review.

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Harvard Business School. Alumni

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Assoc. Bull.

[Camb.] [1925-34.]-

v.2 no.2-6,1925-26(Oct.17,1932)

v.3-4,1926-28(Oct.14,1932)

v.5-6,1928-30(Oct.14,1932)

v.7-8,1930-32(Oct.14,1932)

v.9-10,1932-34-Apr.4,35

v.11-12(Dec.14,36)

v.13-14(Aug.9,38)

v.15-16(July 23,40)

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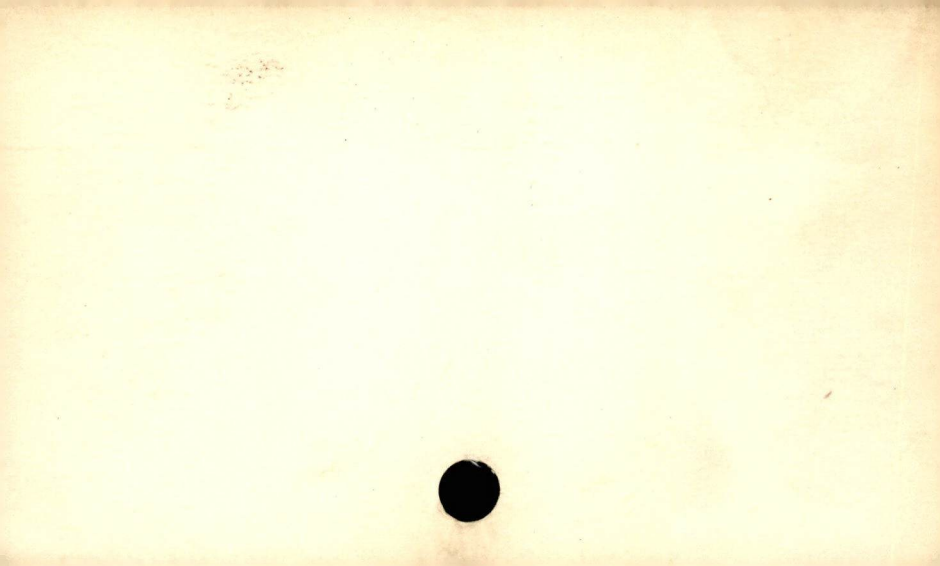
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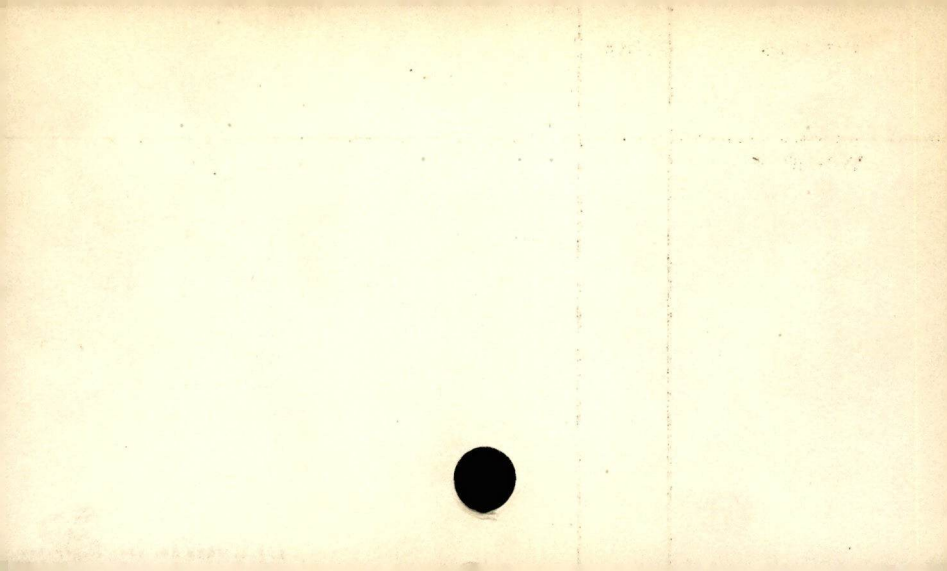
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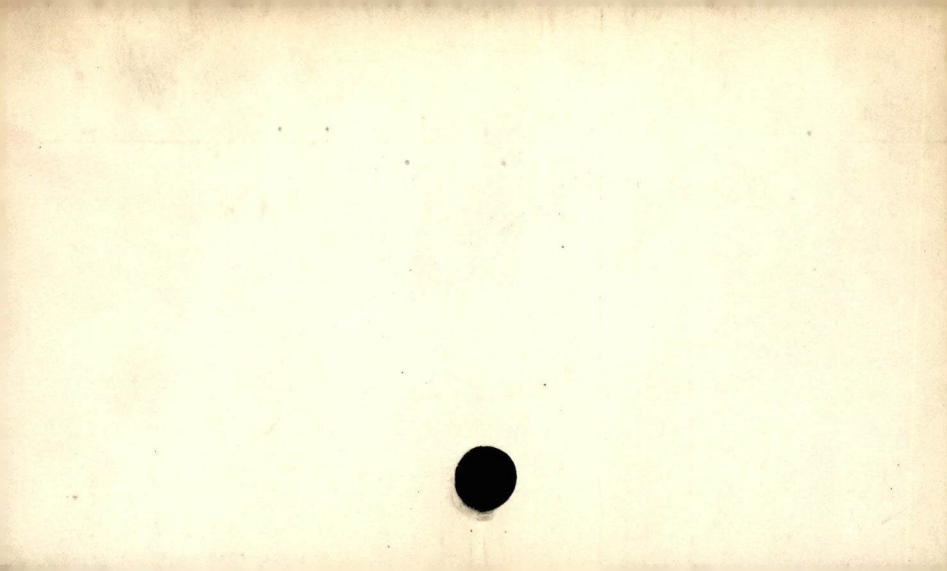
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Sales Management. v.7

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[Chic. 1924.]-

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1

Univ. of Pittsburgh. Research Bur.

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for Retail Training.

Ann. rept. 1926.

[Pittsburgh. 1926.]

1926-29.-Mar.20,37



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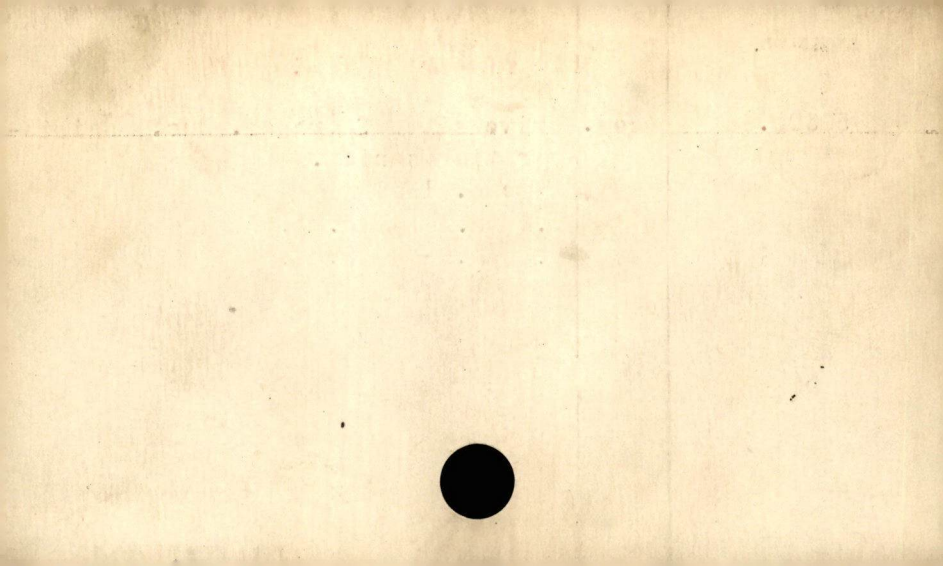
University of Oregon. Bus. adminis-
tration series.

ADDITIONS

Eugene. 1930

v.1(no.4-7)Apr.27,37

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24 &
Cov.

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1926-1950

Personnel Journal Vol.16(no.1-3).

May, June, Sept., 1937.

Balt. 1937-

v.5(5/19/42G)

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v.9(5/19/42G)

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v.21(6/29/43)

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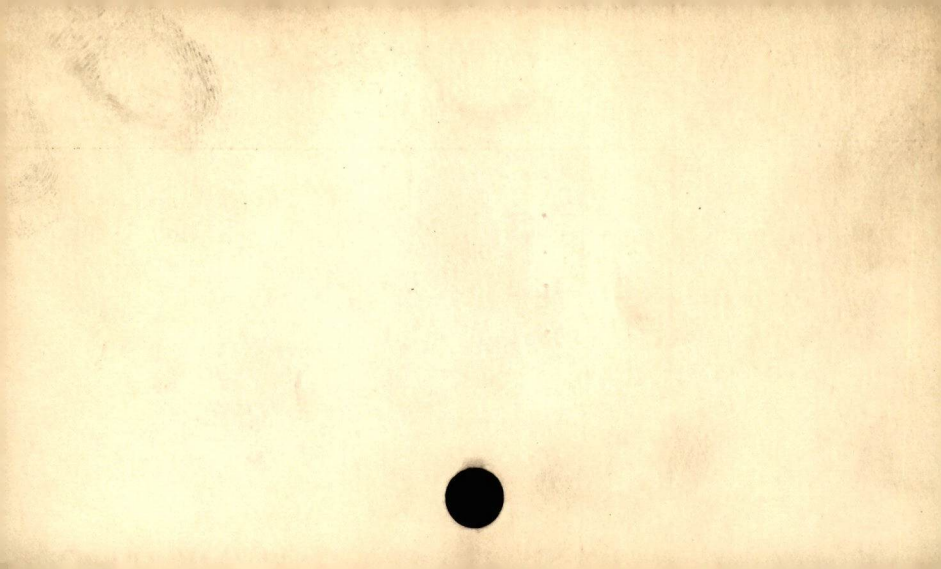
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ADDITIONS

Latest unbd. in
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stack

Sears, Roebuck & Co. [Cat.]

[Chic. 1930-35.] -

~~1930, Spring. - May 28, 1930~~

~~1930, Fall. - Dec. 12, 30~~

~~1931, Spring (June 2, 31)~~

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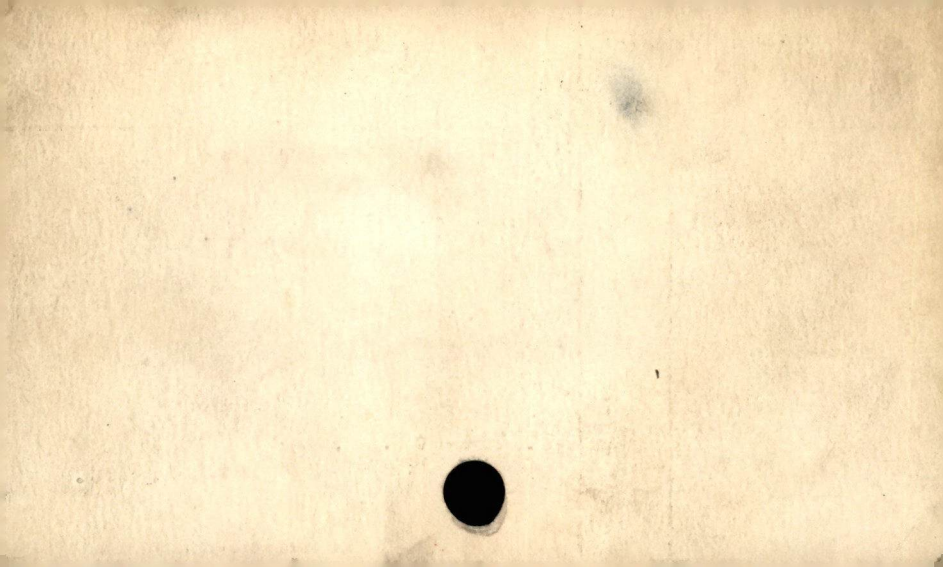
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~~No.180(Mar.4,40)~~ Spring 1940.
~~No.181(1/7/41)~~ Fall 1940.

~~1941-42(10/41)No.183~~

~~1943 Spring-Summer(5/8/43)~~

~~1943 Fall- Winter(8/5/43)~~

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~~1945 Spring-Summer(1/7/45)~~

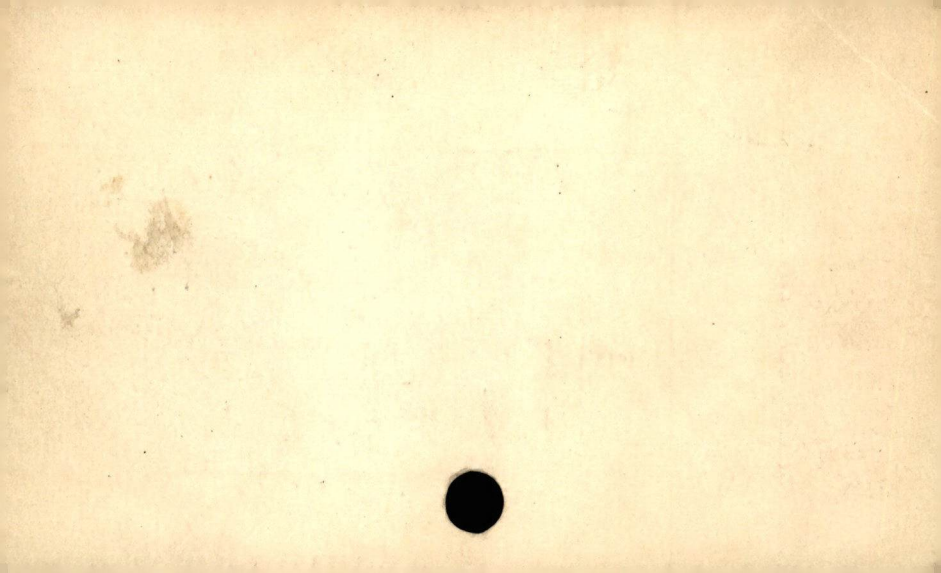


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- ~~1944-45 Fall-Winter(8/15/44)~~ .
- ~~1946-47 Fall-Winter(12/2/46)~~ Limited
- ~~1946 Spring-Summer(Nov.22,46)~~^{ed.}
- ~~1947 Spring-Summer(Apr.3,47)~~ .
- ~~1947-48 Fall-Winter(Aug/7,47)~~ *
- ~~1948, Spring-Summer(V/24/48)~~ *
- ~~1948, Fall-Winter(VII/27/48)~~ .
- ~~1949 Spring-Summer(II/7/49)~~
- ~~1949 Fall-Winter(VIII/8/49)~~



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Pat. Rm.

Cond.V/53

Cond.V/53

Cond.V/53

Cond.XI/56

- | | |
|---|---|
| | 1950 Spring-Summer (III/6/49) x |
| | 1950 Fall-Winter (VIII/10/50) |
| | 1951 Spring-Summer (I/10/51) |
| | 1951 Fall-Winter (VII/13/51) x |
| | 1952 Mid-Spring (IV/2/52) |
| | 1952 Mid-season Fall(IX/23/52) ✓ |
| | 1952 Fall-Winter (VIII/7/52) |
| | 1952 Christmas Book (X/21/52) x |
| | 1953 Mid-winter (I/17/53) |
| | 1953 Spring-Summer (II/4/53) |
| ✓ | 1953 Mid-spring (IV/1/53) x |
| ✓ | 1953 Mid-summer (V/27/53) x |

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Cond.XI/56

~~1953 Christmas Book (X/28/53)~~ X~~1953-54 Fall-Winter (VII/28/53)~~~~1954 Spring-Summer (I/14/54)~~~~1954 Mid-spring (III/26/54)~~ L~~1954 Mid-summer (VI/2/54)~~ X~~1954 Fall-Winter~~~~1954 Winter (III/23/55)~~ Aug 2 '54

Cond.XI/56

~~1955 Mid-winter (I/13/55)~~ V~~1955 Spring-Summer (I/25/55)~~

Cond.XI/56

~~1955 Mid-spring (IV/18/55)~~ kub X

Cond.XI/56

~~1955 Mid-summer (V/27/55)~~ X



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~~Spring-summer 1956 (II/13/56)~~

~~Fall-winter 1956-57 (IX/10/56)~~



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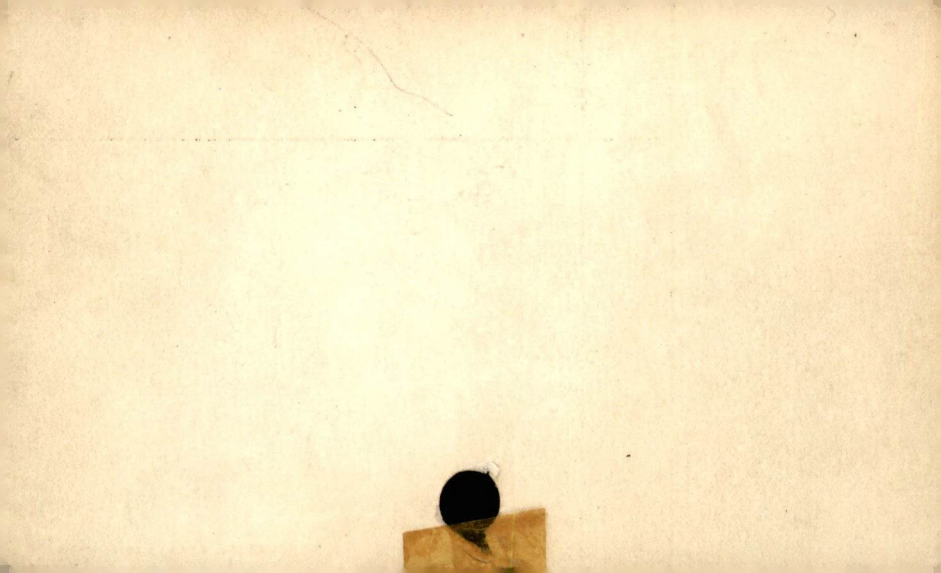
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~~10 1946-47 Fall & Winter (11/22/46)~~~~1948 Fall-Winter (VII/27/48)~~~~1950 Fall-Winter (VIII/2/50)~~~~1951-52 Fall-Winter (X/24/51)~~~~1953-Spring-Summer (II/4/53)~~ *W/1/53*~~Cond.XI/56 1953-Mid-spring (IV/1/53)~~ *X*~~Cond.XI/56 1953-Mid-summer (V/27/53)~~ *X*~~Cond.XI/56 1953-Christmas Book (X/28/53)~~ *X*~~Cond.XI/56 1955 Mid-winter (I/13/55)~~ *X*



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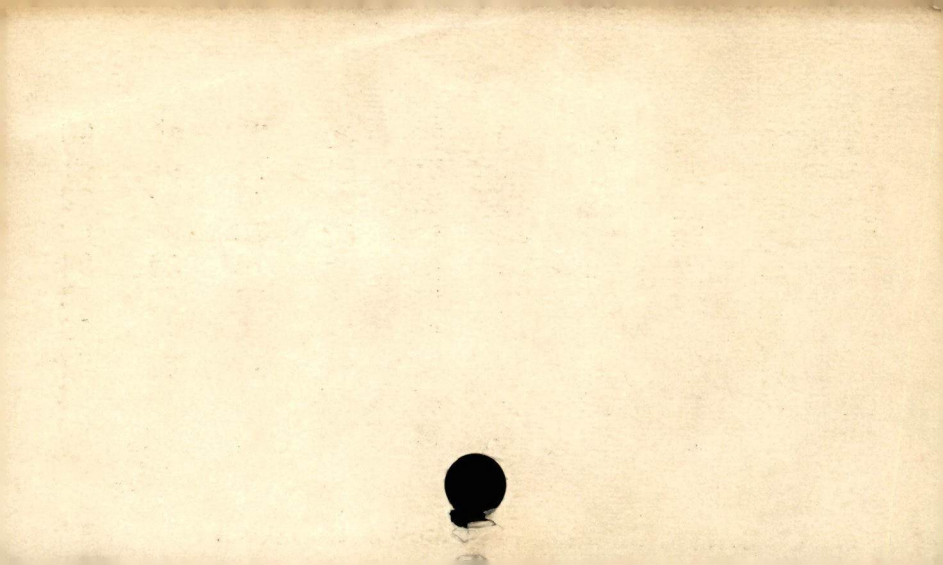
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Spring-summer 1956 (II/18/56)



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04 x	14	24	34 x	44 x	54 x	64	74	84	94
05 x	15 x	25	35 x	45 x	55	65 x	75	85	95
06 x	16 x	26	36 x	46 x	56 x	66	76	86	96
07 x	17 x	27	37	47 x	57 x	67	77	87	97
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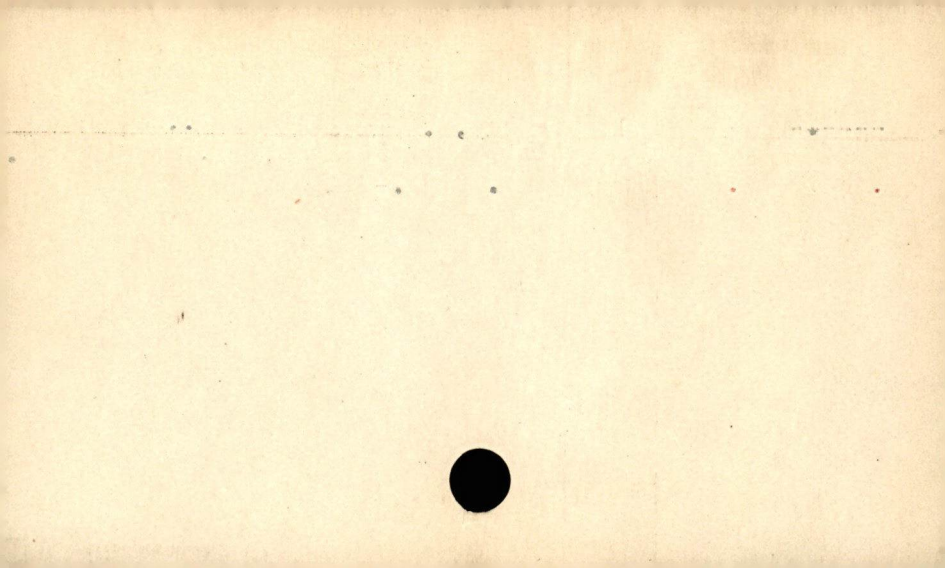
5631.1

1

Cowley, W. Laws of Eliz., James
1st & Charles 1st con. Jesuits &c.
Lond. 1680.-79465

ADDITIONS

Rem. to 7041A.20



SHELF-NO.

VOLS.

~~5631.2~~

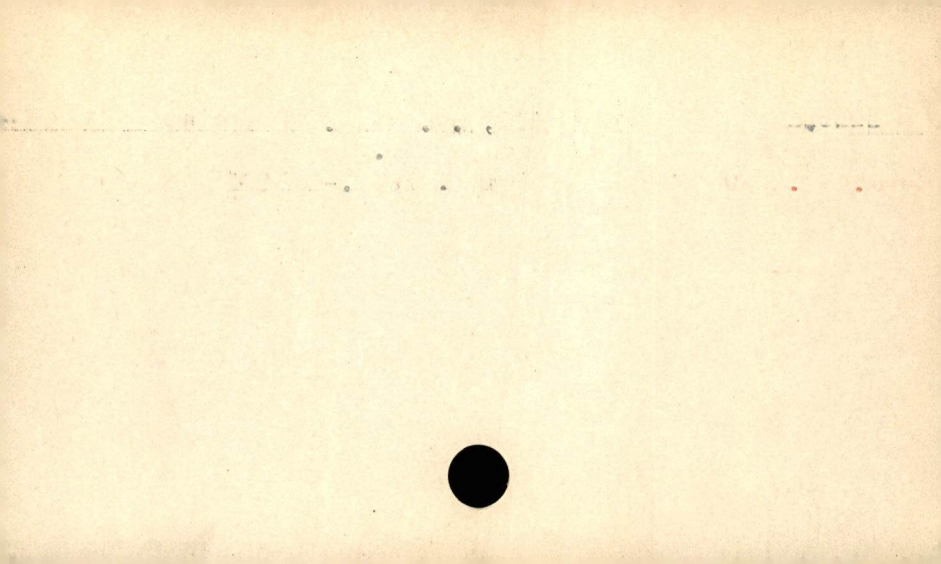
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Hill, T. E. Man. of social and business forms.

ADDITIONS

Chicago. 1875.-191454

Cond. Feb. 1900



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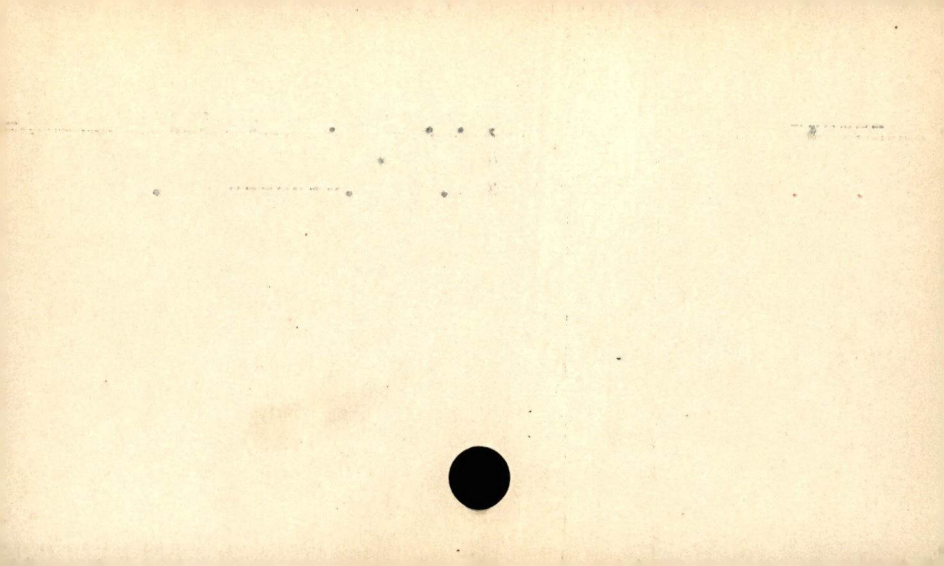
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Hill, T.E. Man. of social and business forms.

ADDITIONS

Chicago. 1895.-260026 Jan.10/96A

Cond. Jan. 1915



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5631.4

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Lieber, F. Legal and political
hermeneutics. 3d ed.
St. Louis. 1880.-278857

ADDITIONS



SHELF-NO.

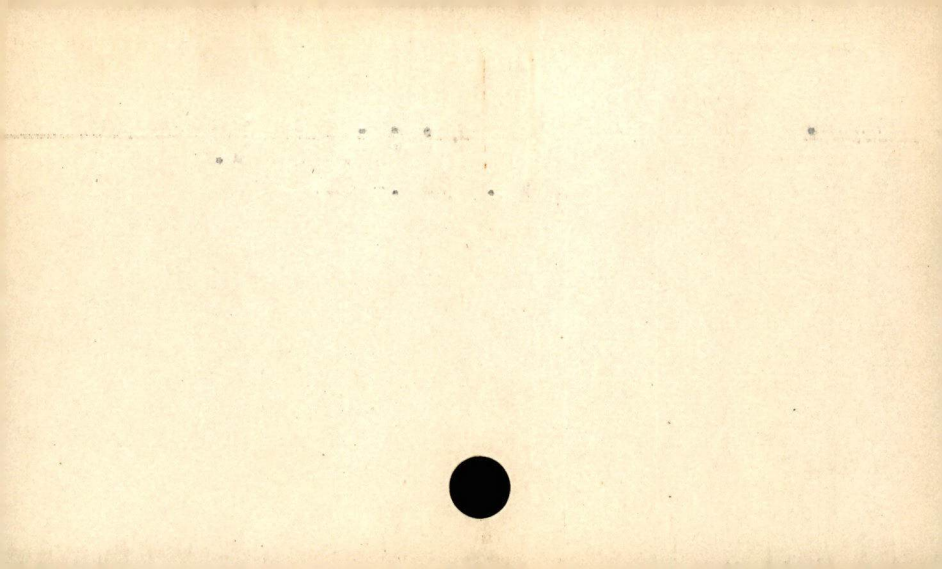
VOLS.

5631.5

1

De Lolme, J.L. Observations on the
power of individuals.
Lond. 1798.-302727

ADDITIONS



SHELF-NO.

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VOLS.

5631.6

1

Snyder, W. L. Great speeches by
great lawyers.

ADDITIONS

N.Y. 1881 1882.-~~311851~~ 320149



SHELF-NO.

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VOLS.

5631.7

1

Ragneau, F. Glossaire du droit
françois. Nouv. éd.
Niort. 1882.-348651

ADDITIONS



SHELF-NO.

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VOLS.

5631.8

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✓
Sewall, S.E. Legal condition of

ADDITIONS

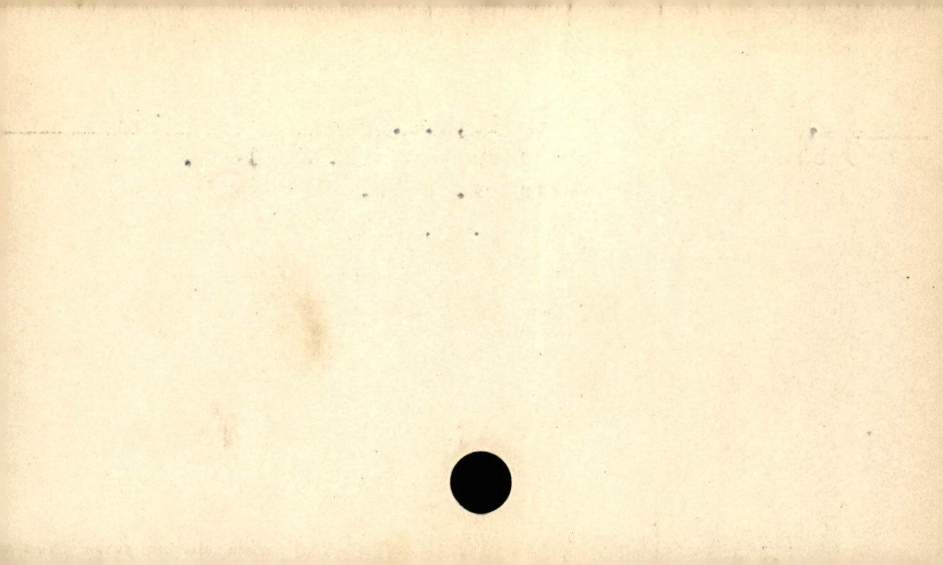
women in Mass. in 1886.

Boston. 1886.--(11639)

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(Sept. 27, 1907)



SHELF-NO.

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VOLS.

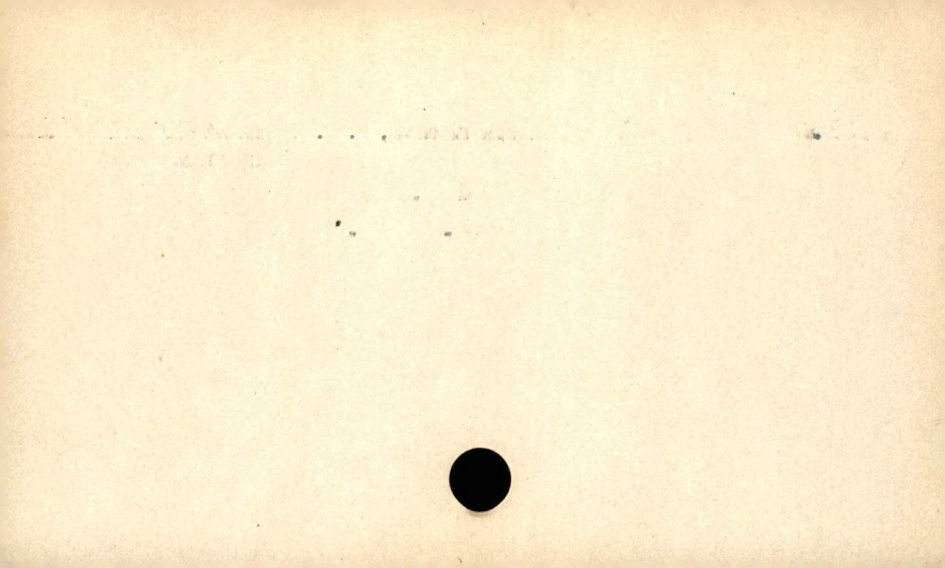
5631.9

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✓
Melalerkamp, A.H. De geturgen bij
intersten wil bij openbare ake
verleden.

ADDITIONS

Utrecht. 1890.-(24748)



SHELF-NO.

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VOLS.

5631.10

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Leer, S. H. D. M. van. Doorhaling van
voog dij-hypotheek.
Utrecht. 1890.-(24748)

ADDITIONS



SHELF-NO.

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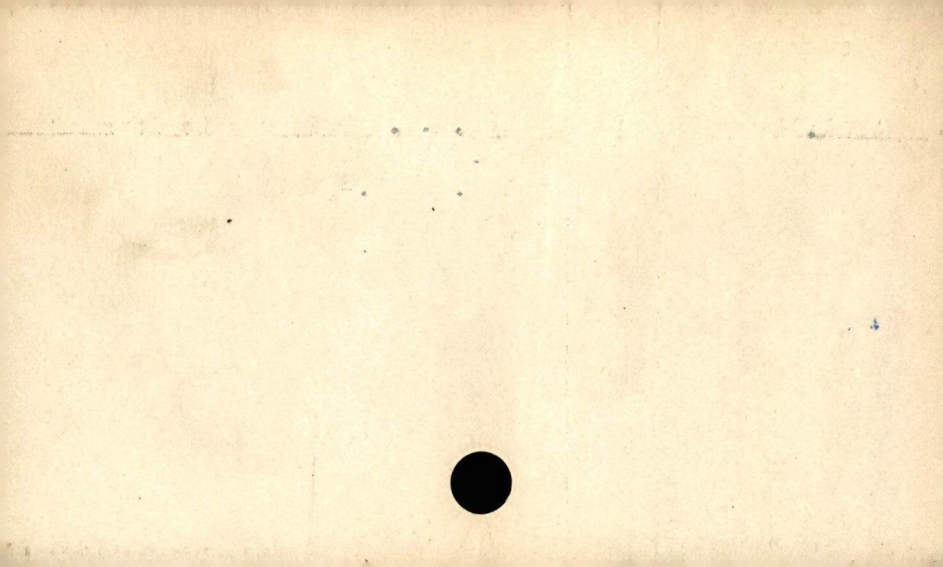
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Fuller, W. E. The probate laws of

ADDITIONS

Mass.
Boston. 1891.-(25946)



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Black, H. C. A law dictionary. 2d ed

ADDITIONS

St. Paul. 1891 1910.-

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~~(28765) June 19/03H~~~~Nov 19, 17H~~

(July 23, 24G)

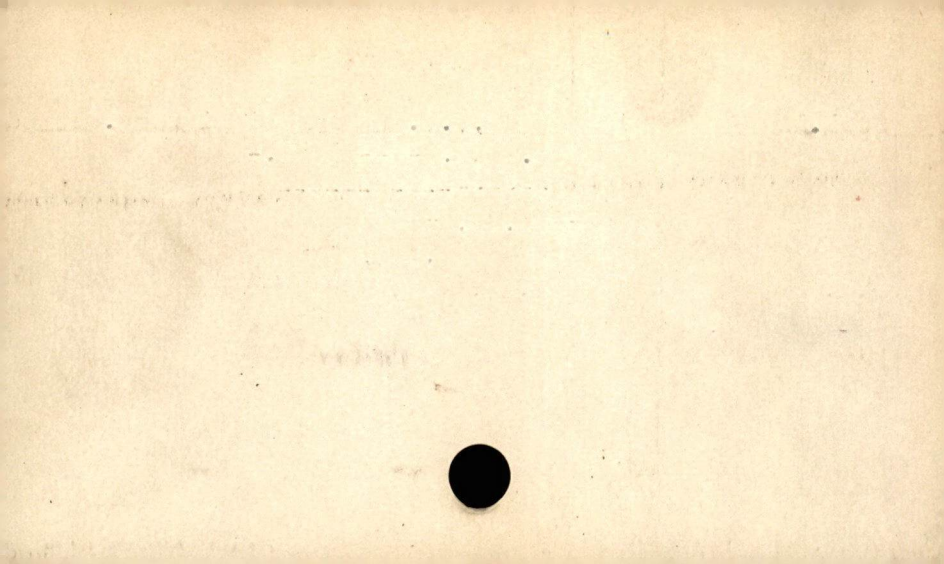
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R

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3d. ed. 1933.-(5/22/38T) IX/22/44U

R rem. to *KA23.B6 1933



SHELF-NO.

VOLS.

~~5631.13~~

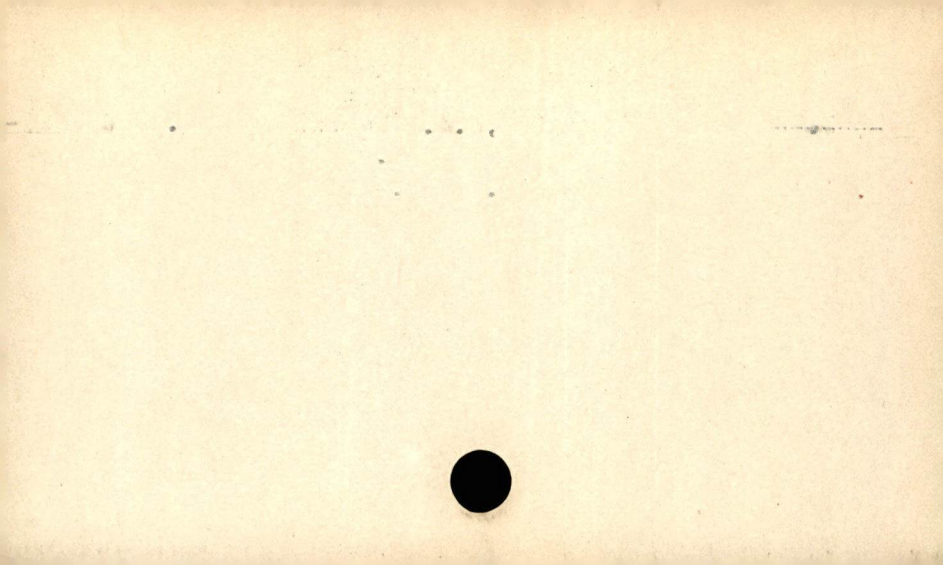
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Hill, T. E. Manual of soc. and busi-
ness forms.

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Miss. 1919



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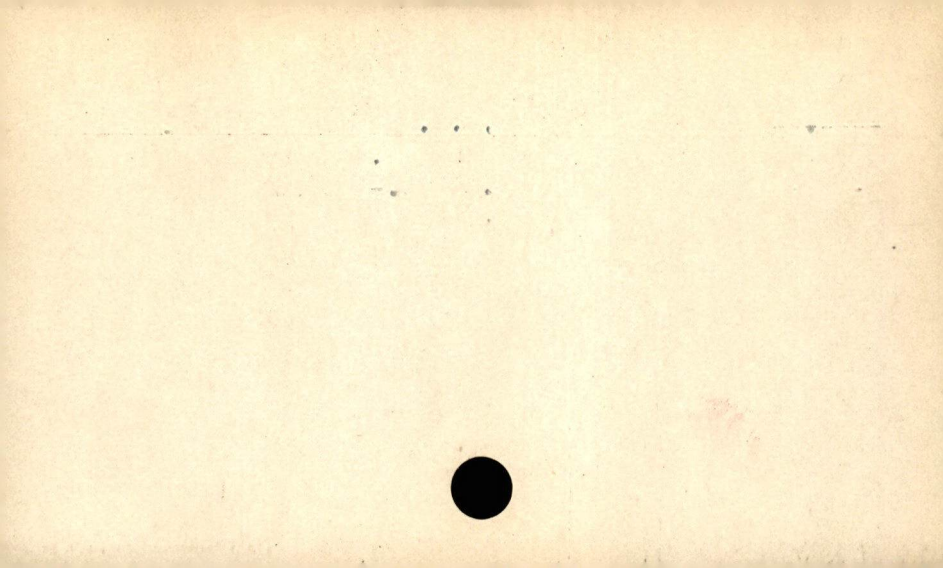
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ness forms.

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Cond. Oct. 1902



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Mass. 2d ed.

Bost. 1903.-Feb. 14, 19030



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1

Adam, J. Commercial correspondence.

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London. 1892.-May 20/98N



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2

Hutchinson, L.C., etc. Police pro-

ADDITIONS

cedure in Mass. criminal law.

Bost. [1932.] [1931, 32]

v.1 (~~2-27-33-00~~) (3-25-35E)v.2 (~~2-27-33-00~~) (3-25-35E)

MISS. 1938 on H.S. ✓

MISS. 1938 on H.S. ✓

No repl.

SHELF-NO.

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5631.18

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RB
Duke, G. The law of charitable
uses.

ADDITIONS

London. 1676.-Oct.30/99F



SHELF-NO.

VOLS.

5631.19

ADDITIONS

1-14
No 15
MISS. 1939

Missing 1962

No repl.

MISSING 1946

No repl.

4

Misc. Civ. Ser. Promotional

Exam. Questions. Nos. 1-8.

Bost. 1932, 33. - (Ent. 4/1/35)

no. 15 (Ent. 11/10/39)

no. 16-31 (Ent. 2/6/40)

no. 32-35 (10/17/41D)



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MacCabe, J.D. The national encyclopaedia of business and social forms.

Bost. [1882.] -326001

[1884.] -VIII/25/33



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~~Hutchinson, L. [Hutchinson's Massa-~~
chusetts criminal digest.]
[Bost. 1936.]-(1/16/36W)

ADDITIONS

B.H.Cage



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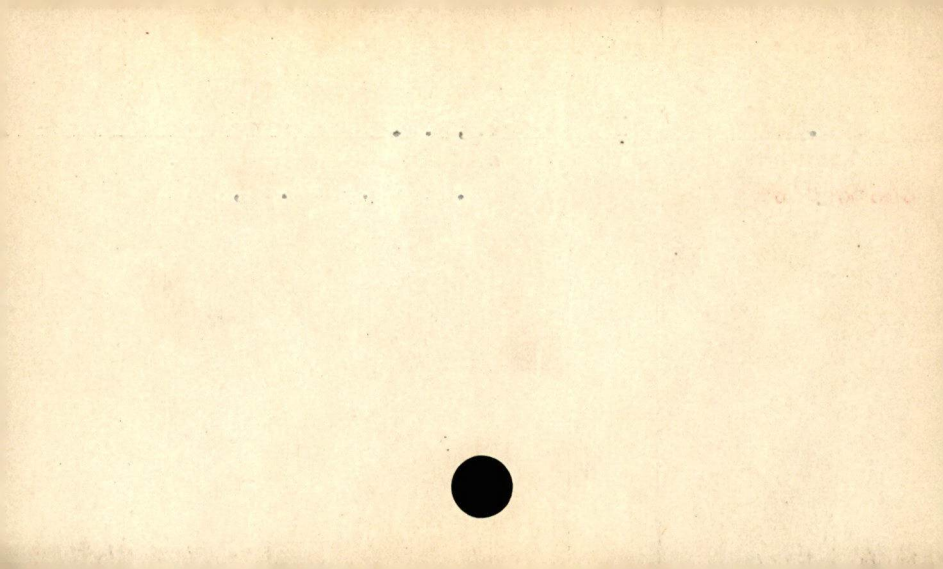
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5631.22

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Elwell, E.H. The successful business houses of Portland.
[Portl.] 1875.-Apr. 13, 1900

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SHELF-NO.

VOLS.

5631.24

1

Beach, E. H., etc. American busi-

ADDITIONS

ness...

Detroit. [1901.] - Feb. 7, 1902E



SHELF-NO.

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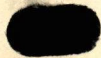
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Spalding, H.M. Encyclopaedia of
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Phila. 1903.-May 26, 1903A



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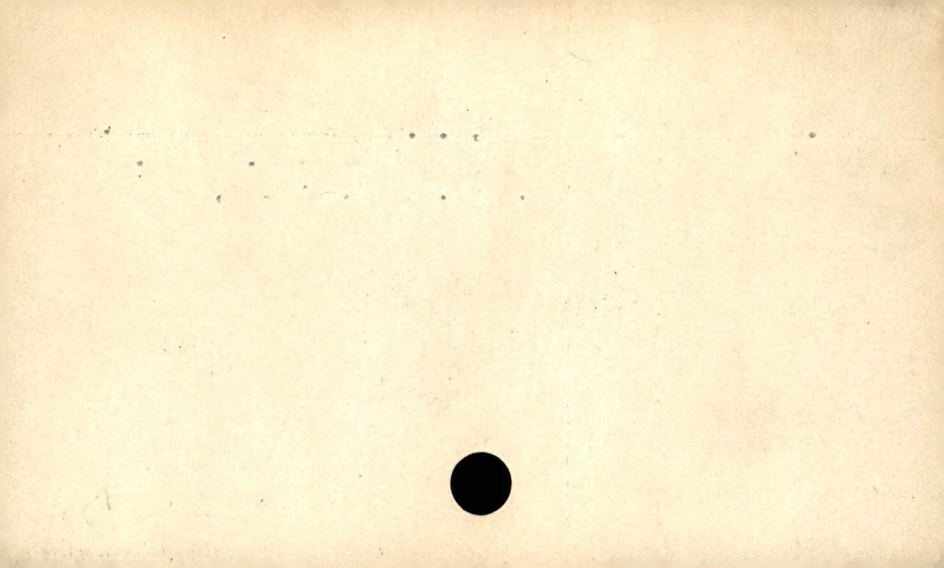
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Black, H. C. Handbook of Amer.
constitutional law. 2d ed.
St. Paul. 1897. - June 1, 1904F

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VOLS.

5631.30

10

Cyclopedia of commerce, account-

ADDITIONS

ancy, business administration.

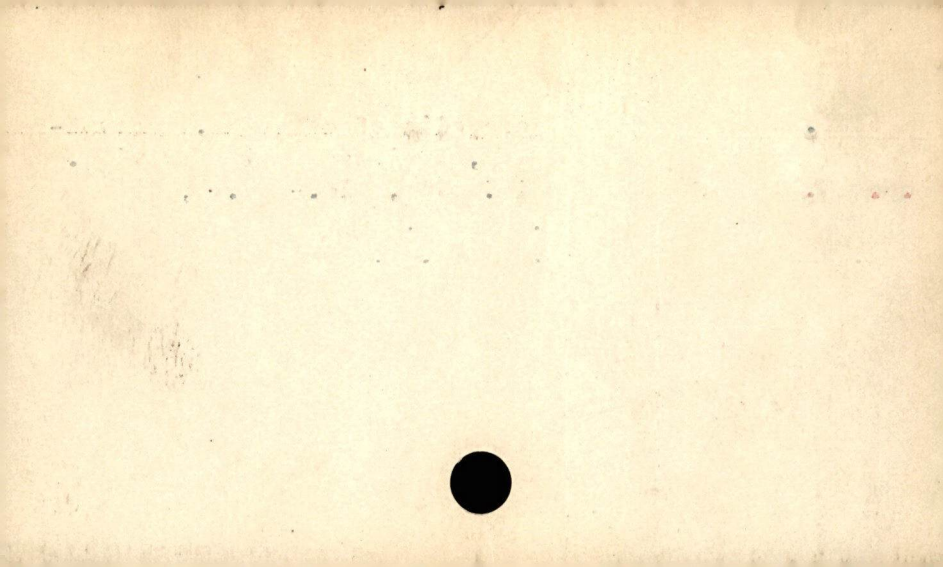
Chic. 1910, 1916.-Dec. 11, 09I

v. 8 (May 2, 16M)

v. 10 (Apr. 14, 19E)

✓ N. 1- MISS. 1939 ✓

Miss. 1921 ✓



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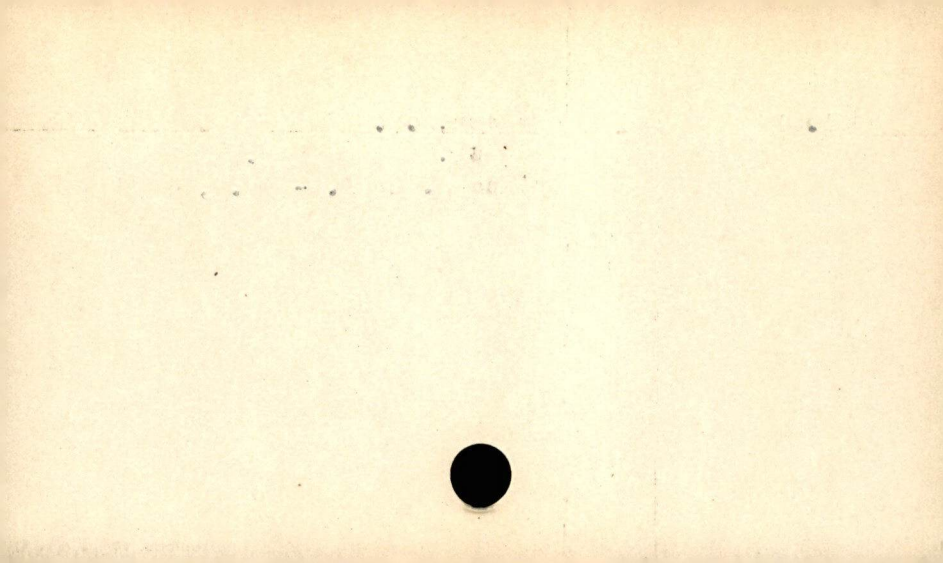
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2

Jackson, H. A. Better store system
& dept. accounting.
Grinnell. [1914.] - Dec. 1, 14G

ADDITIONS



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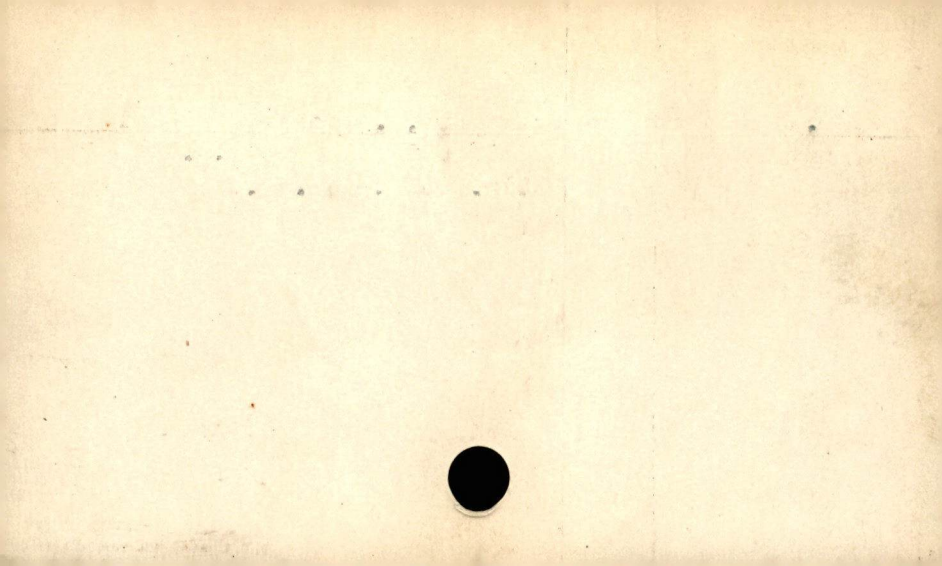
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Ordronaux, J. Constitutional

ADDITIONS

legislation in the U.S.
Phila. 1891.-Nov. 20, 1909R



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VOLS. ✓

5631.34

1

Murray, D. Solicitors' accounts &
accounting.

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Glasgow. 1909.-G.28 June 20, 1910

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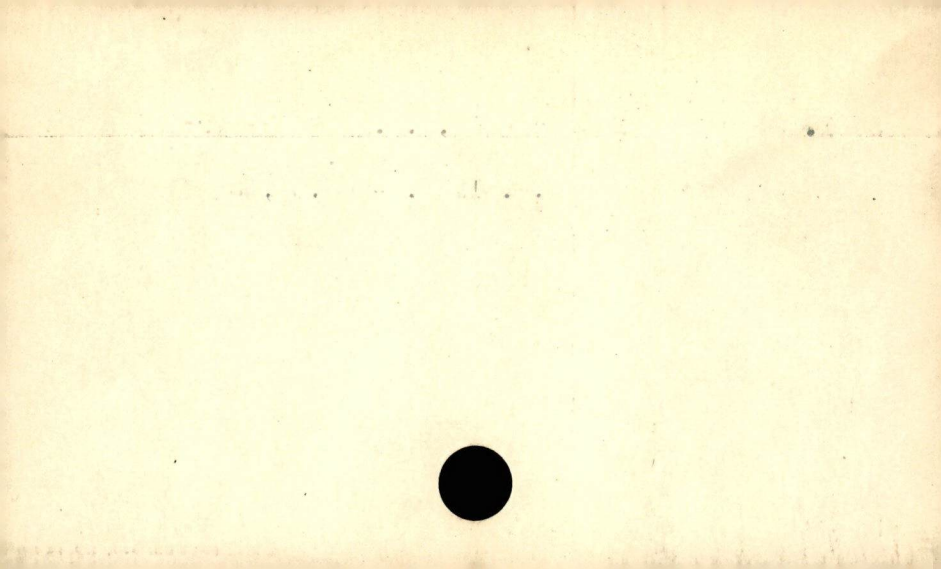
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VOLS.

5631.35

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SoRelle, R.P. Office training for
stenographers.
N.Y. [1911.] - Mar. 29, 13Q

ADDITIONS



SHELF-NO.

VOLS.

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1

Calvert, A. Shipping office
organisation, etc.
Lond. [1910.] - Feb. 10, 11C

ADDITIONS

Missing 1962

No repl.



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**Leffingwell, W. H. Scientific office
management.**

ADDITIONS

Chic. [1917.] - Dec. 3/19F

Mess. Sept. 24

No repl.



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VOLS.

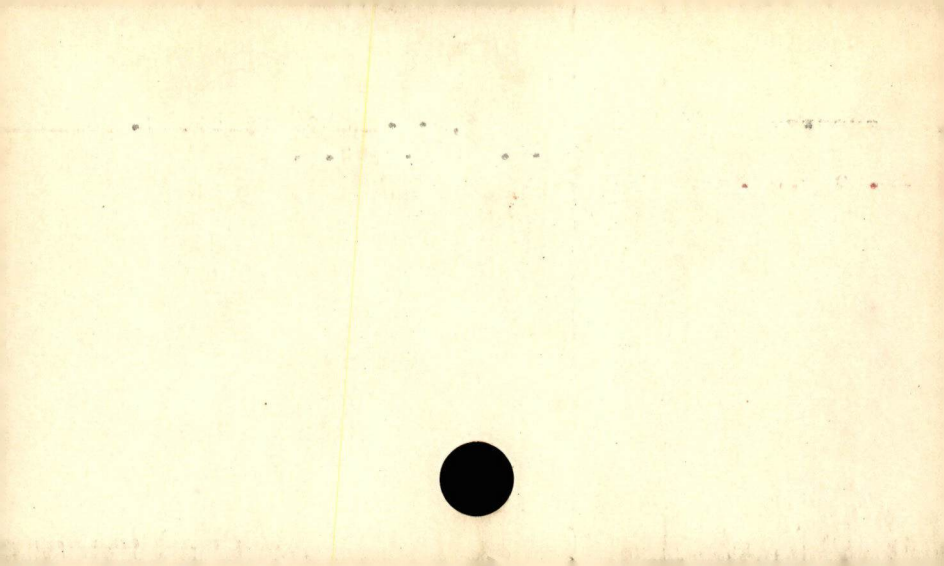
~~5631.38~~

~~1~~

~~Webner, F.E. Factory costs.
N.Y. 1911.-Dec.9,11A~~

ADDITIONS

Rem.to 8032.124



SHELF-NO.

VOLS.

5631.39

1

Morison, F. R. Banking publicity

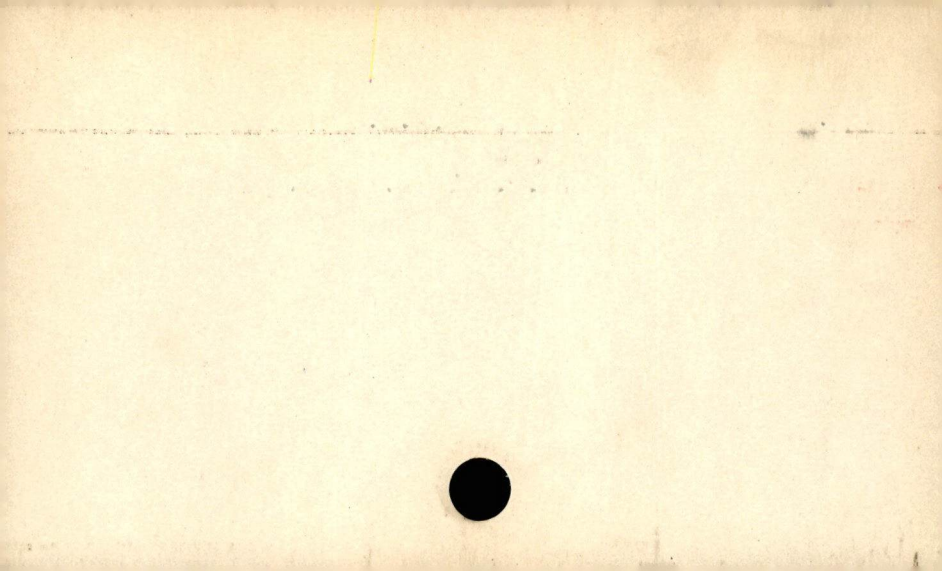
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[advertising].

~~Harvard Business~~

N. Y. [1904.] - Dec. 3/19F

~~Branch~~



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VOLS.

5631.40

1

MacGregor, T.D. Bank advertising
plans.

N.Y. 1913.-Mar. 9, 14G

ADDITIONS

Lost May 24
OP. Dec. 25



SHELF-NO.

VOLS.

5631.41

1

Morehouse, W.R. Bank deposit
building.

ADDITIONS

Harv. Bus. Br.

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1

N.Y. 1918.-Feb.11,19D
(Nov.20,1911)



SHELF-NO.

VOLS.

5631.42

1

Edgar, A. E. How to advertise a
retail store.

ADDITIONS

Columbus. 1913.-Dec. 1, 14E

SHELF-NO.

VOLS.

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5631.43

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Hawkins, G. H. E. Newspaper advertising.

ADDITIONS

Miss. 1916 No repl.

Chic. 1914.-Apr. 13, 15A



SHELF-NO.

VOLS.

5631.44

1

Advertisers' cyclopedia.

ADDITIONS

N.Y.[1909.]-Dec.18,15B

Sept.16,18C

B.H.483.32

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(July 25,17E)

Miss.1933

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VOLS.

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1

Lewis, E. St. E. Financial advertising.

Indianapolis. 1918.-Nov. 28, 19H

ADDITIONS

~~Harvard-Business~~
~~Branch~~

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VOLS.

5631.46

1

MacDonald, J. A. Successful retail
advertising.
Chic. [1913.] - Dec. 16, 19L

ADDITIONS

SHELF-NO.

VOLS.

5631.47

1

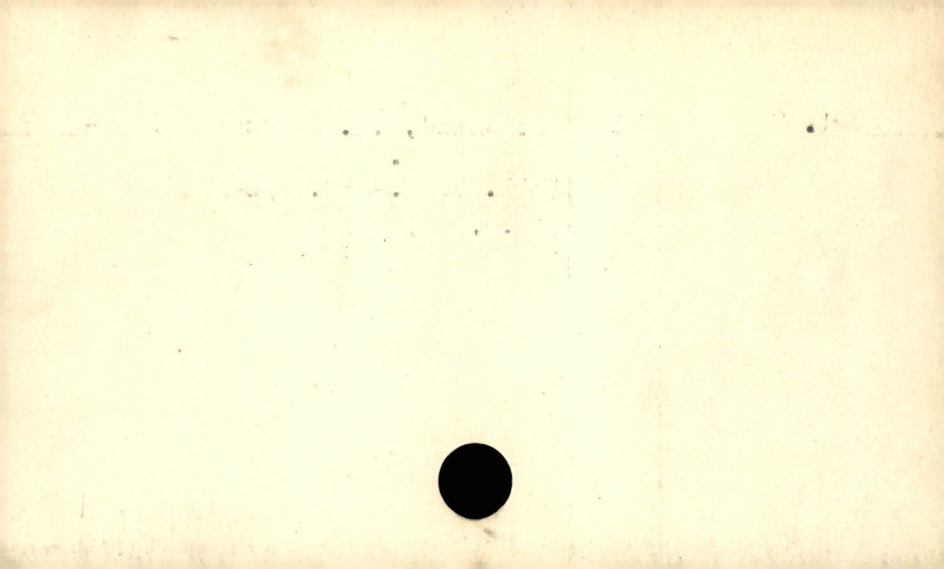
MacDonald, J. A. Successful ad-
vertising.

ADDITIONS

Phil. 1902.-Oct. 20/04D
(Ap. 5, 04D)

1

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VOLS.

~~5631.48~~

1

~~Young, F. H. Advertising layout.~~

ADDITIONS

~~[2nd pr.].~~

~~Chic. N. Y. 1928. - July - 10, 28P~~

~~(Mar. 17, 32X)~~

Miss. 1935

No repl.



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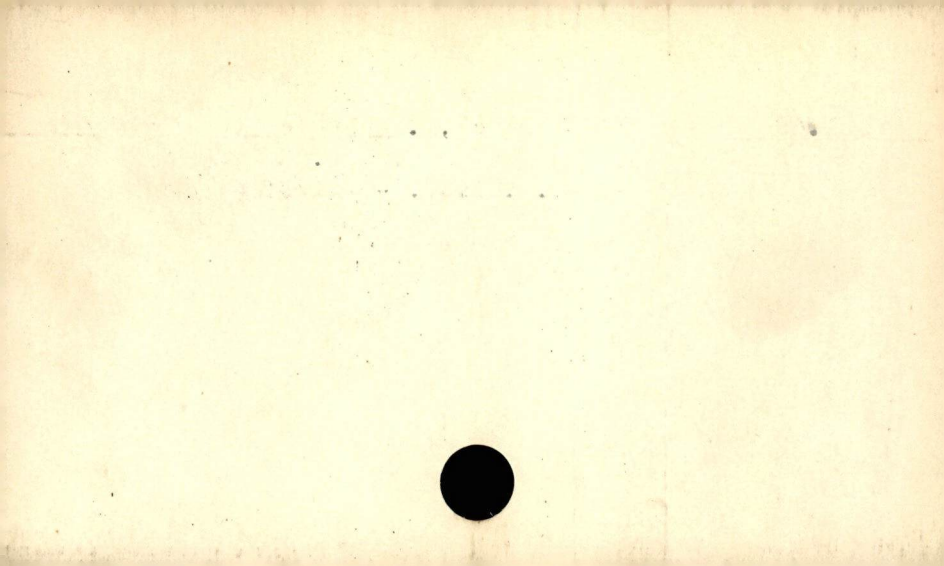
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1

Ehrlich, F. The new typography &
modern layouts.
N.Y. [1934.] -6/21/3400

ADDITIONS



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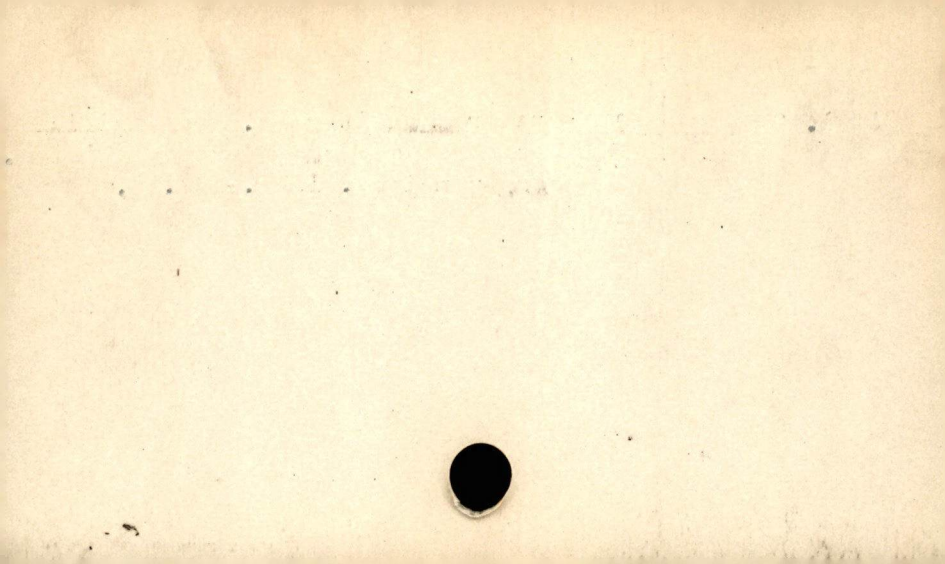
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Foster & Kleiser Co. The Pacific
Coast as a market for commodities.
San Francisco. 1928.-Nov.13,28

ADDITIONS



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ADDITIONS

~~Gen. Ref.~~

Hum Ref ✓
~~Presbrey, F. Hist. & development
of advertising.~~

Garden City. 1929.-June 6, 29F



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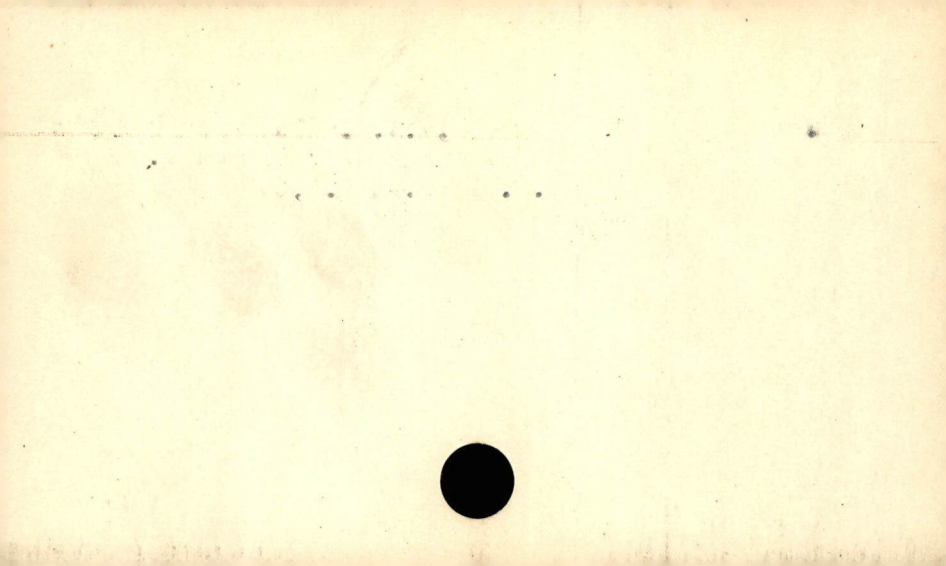
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Meynell, F.M.W. The typography of
newspaper advertisements.
N.Y. 1929.-Nov. 4, 29L

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5631.56

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Mfg'rs "Merchandise Advertising
Assoc." Premium advertising.
N.Y.[1933.]-7/5/33

ADDITIONS



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VOLS.

~~5631.57~~

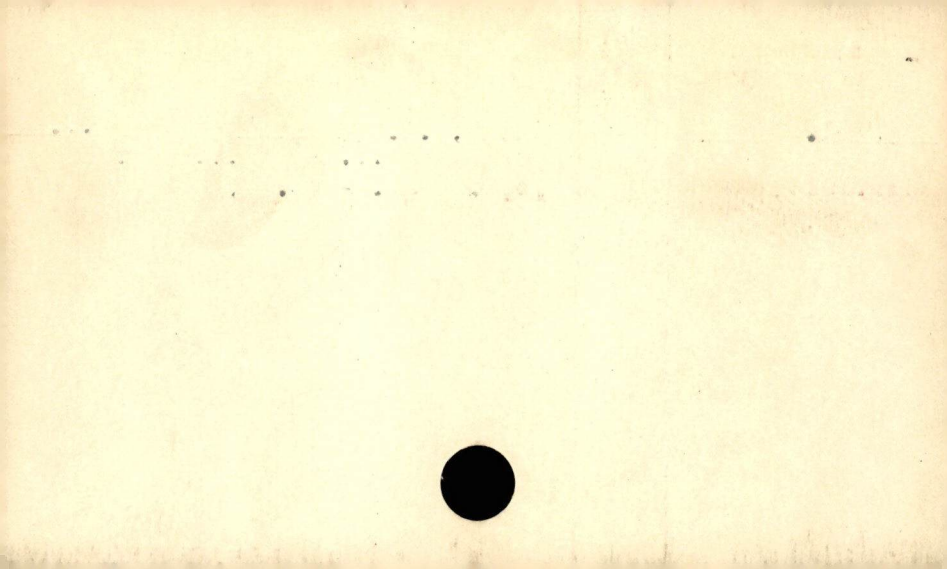
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Filene, E.A. Present status &...
prosperity...chains...dept. stores
[Bost. 1927.]-Dec.30,27

ADDITIONS

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5639.510



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5631.59

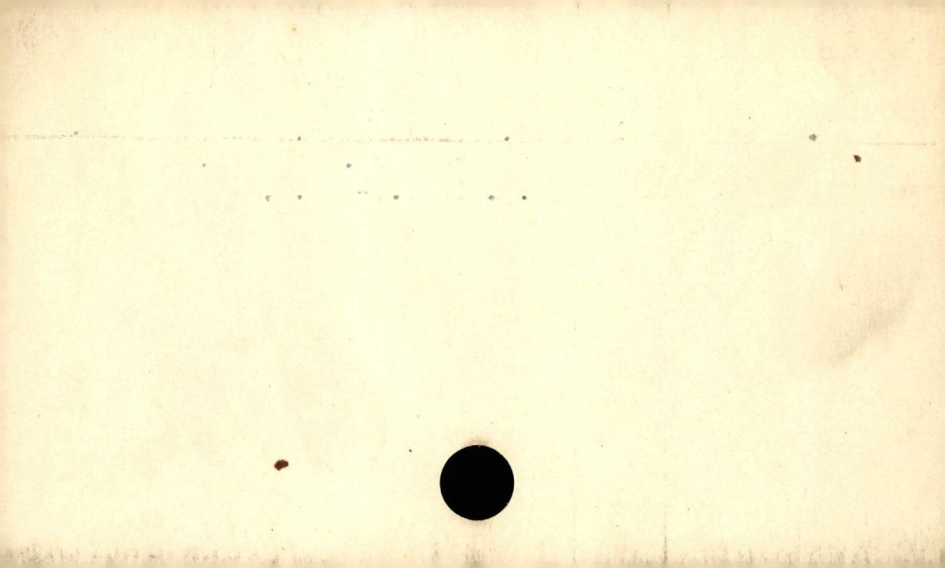
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Service Book. 1927/28.

[N.Y. 1927.]-Aug. 5, 29



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Lee, J., ed. Pitman's dict. of
indust. administration.
Lond. 1928, 29. - Nov. 18, 30

ADDITIONS

2v. B.H.R.



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VOLS.

~~5631-63~~

1

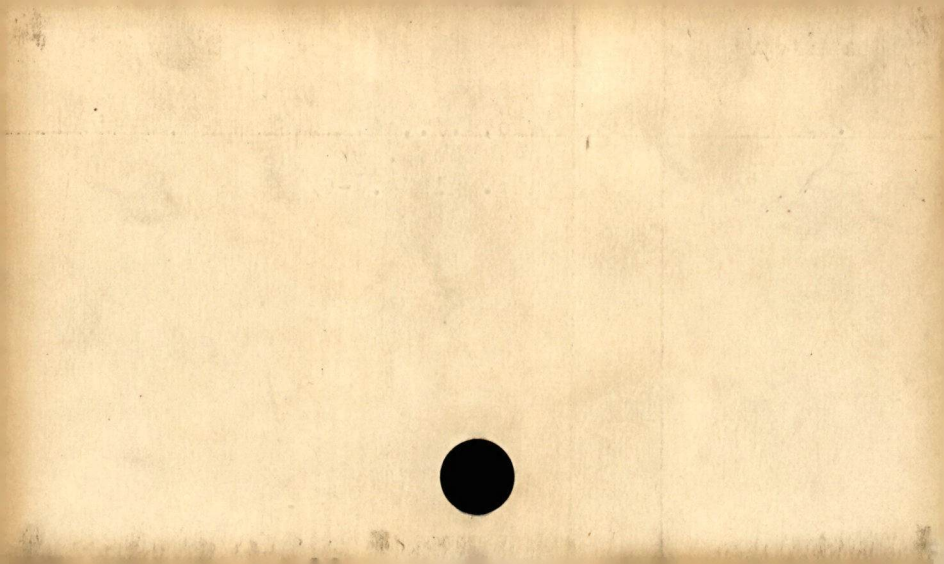
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desk book.

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No repl.

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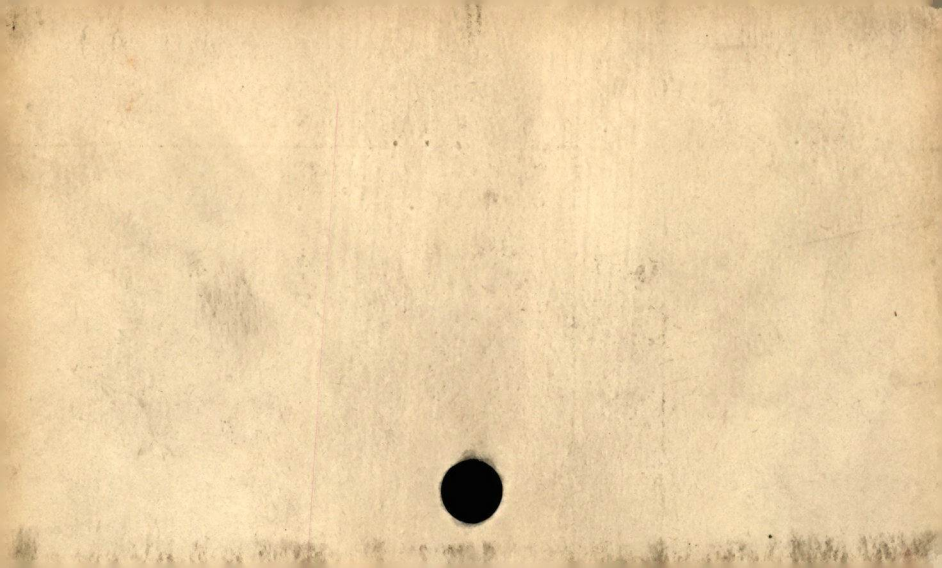
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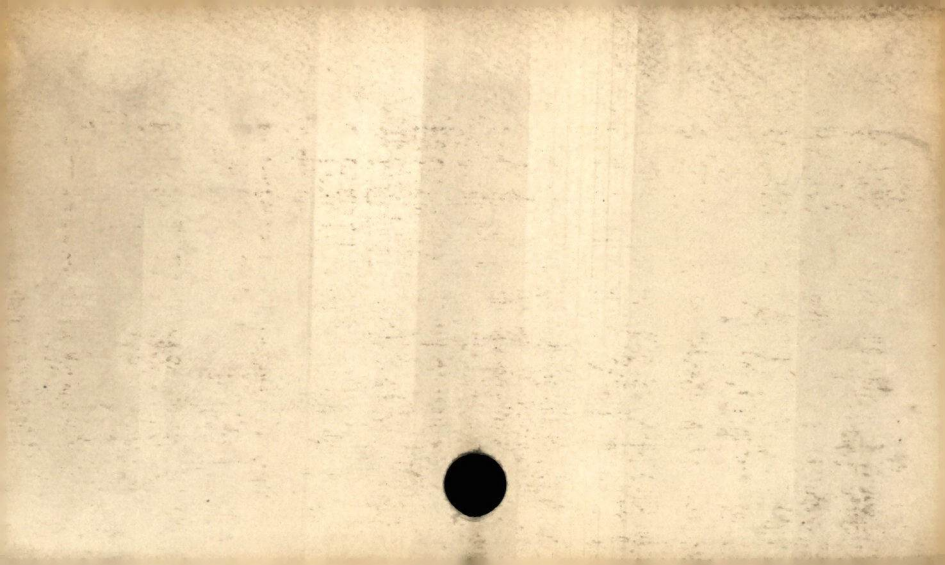
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Knight, S.W. The Knight method of
effective advertising.
Worcester. [1925.]- (9/24/37)

ADDITIONS



Shelf 5632

00	10	20	30 ✓	40 ✓	50 ✓	60 ✓	70	80	90
01 ✓	11	21	31 ✓	41	51 ✓	61 ✓	71	81	91
02 ✓	12	22	32 ✓	42	52	62	72	82	92
03 ✓	13	23 ✓	33	43 ✓	53	63	73	83	93
04 ✓	14	24 ✓	34 ✓	44 ✓	54 ✓	64 ✓	74	84	94
05 ✓	15	25 ✓	35	45	55	65	75	85	95
06 ✓	16	26 ✓	36 ✓	46	56 ✓	66	76	86	96
07 ✓	17	27 ✓	37	47 ✓	57	67	77	87	97
08	18	28 ✓	38 ✓	48 ✓	58	68	78	88	98
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VOLS.

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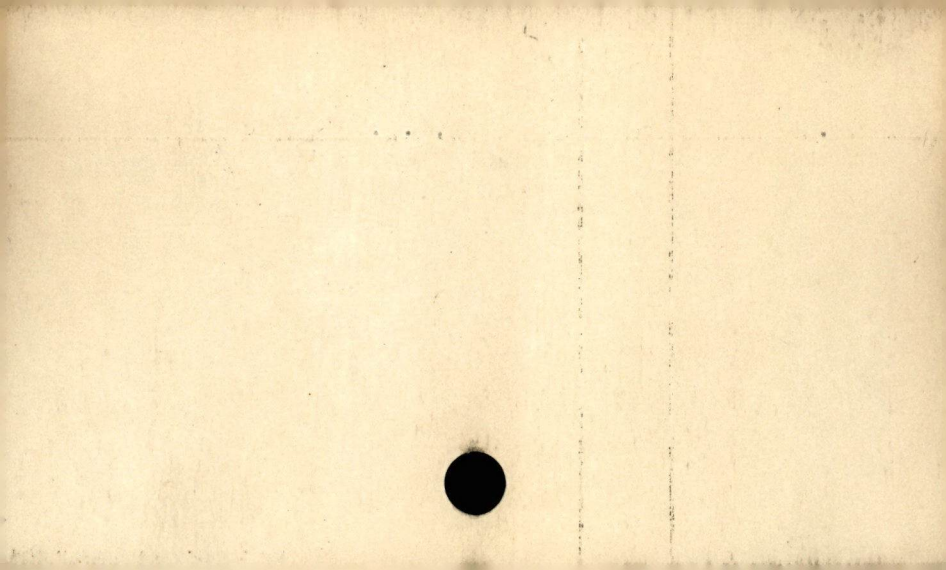
4

Denisart, J.B. Collection de

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decisions relatives à la juris-
prudence.

Paris. 1773.-79468



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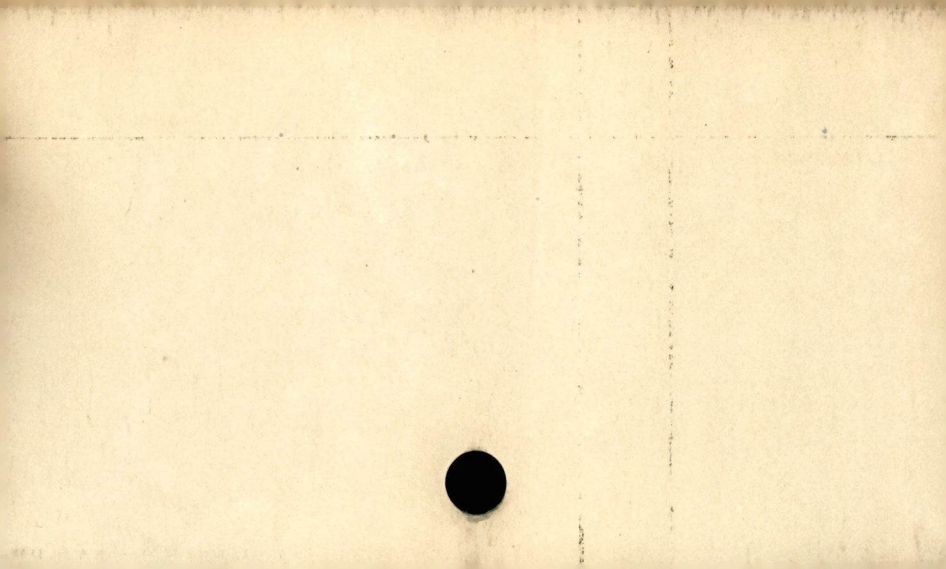
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Ingersoll, E. Hist. and law of writ.
of habeas corpus.
Ph. 1849.-317290

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Bonvier, J. A law dictionary.

Phil. 1883.-325098

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V.2 Miss.1931✓



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Bonvier, J. A law dictionary.

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Boston. 1897.-March 3/99I



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3

Bonvier, J. Law dictionary &...

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Kansas City. 1914.-Jan. 9, 17D-

Nov. 7, 21K

v. 3 (Jan. 9, 17D)

7 A

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Lopez Jordan, R. Causa celebre.

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Rosario. [1877.]-Mar. 23, 1897



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Bouvier, J. Law dictionary.

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Baldwin's Century ed.

N.Y. 1926.-Feb. 19, 271

1928.- (Nov. 13, 28A)

Students ed. Cleveland. 1934.-

Feb. 7, 360

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Other ed.- (11/13/39AA)

Centre Desk

~~B.H. Ref.~~

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Gov. Doc



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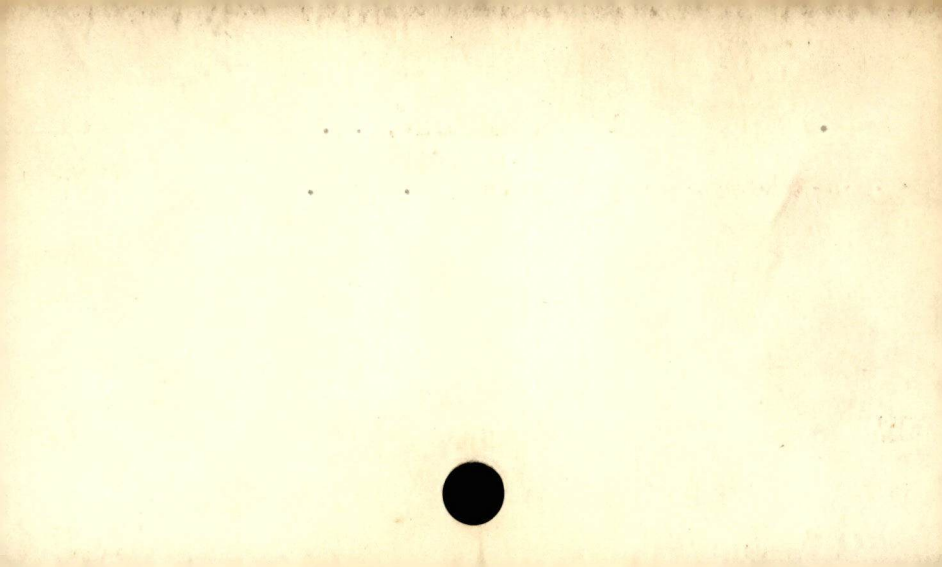
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Rochester. 1930.--(10/19/39H)

B.H.R.

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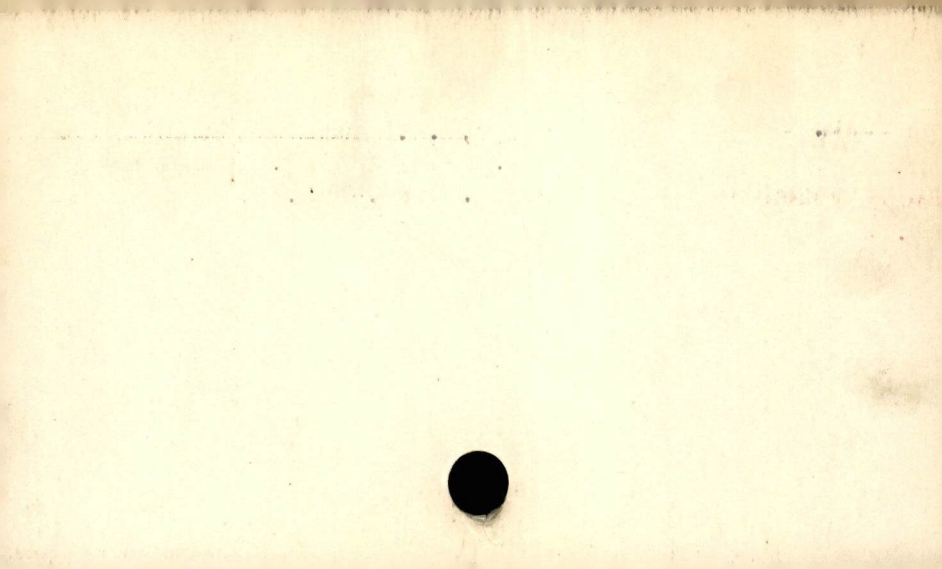
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Rem. to Bentley

Boston. 1836.-Mar. 21, 99

46.F5



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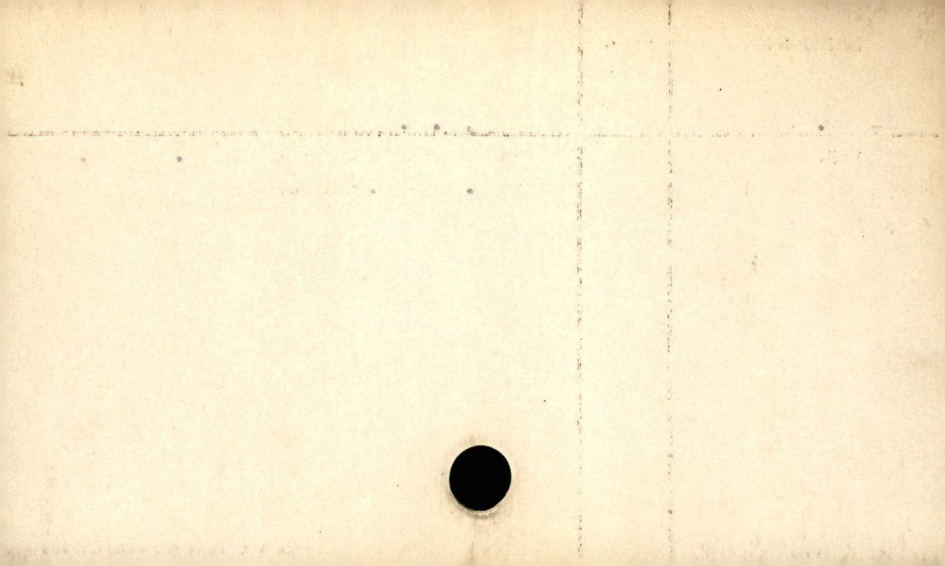
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commercial book-keeping. 3 ed.
Boston. 1839.-128390

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46.F5. 1839



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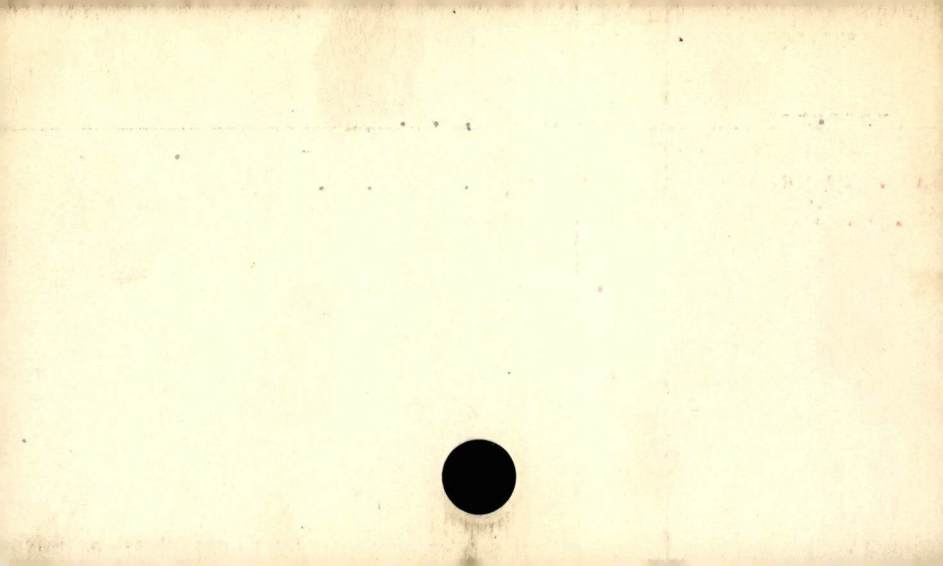
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Boston. 1853.-G. Mar. 31, 1910

ADDITIONS

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46.F5. 1853



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~~Duff, C.P., etc. Book-keeping by
single and double entry.~~

~~N.Y. 1878.-385170~~

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87.D8. 1878



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single and double entry.

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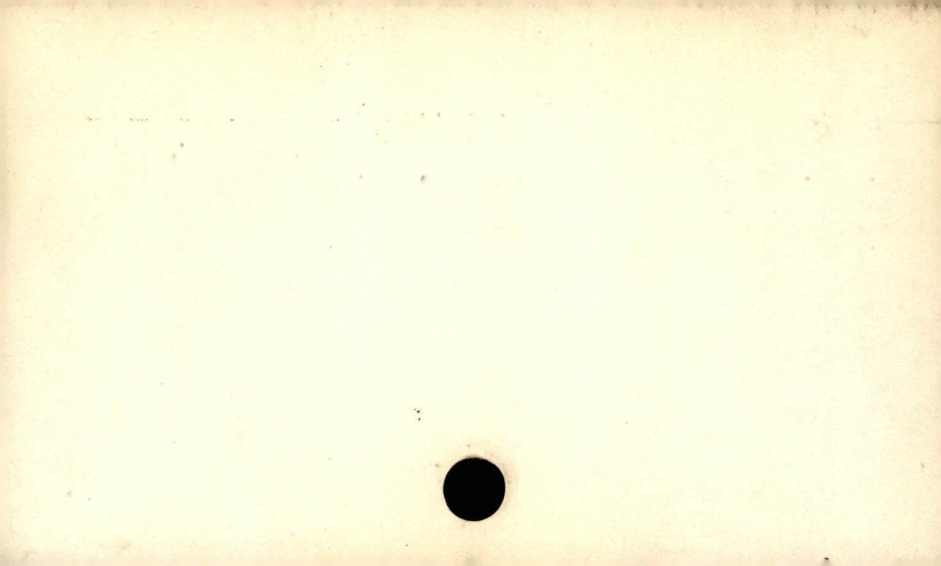
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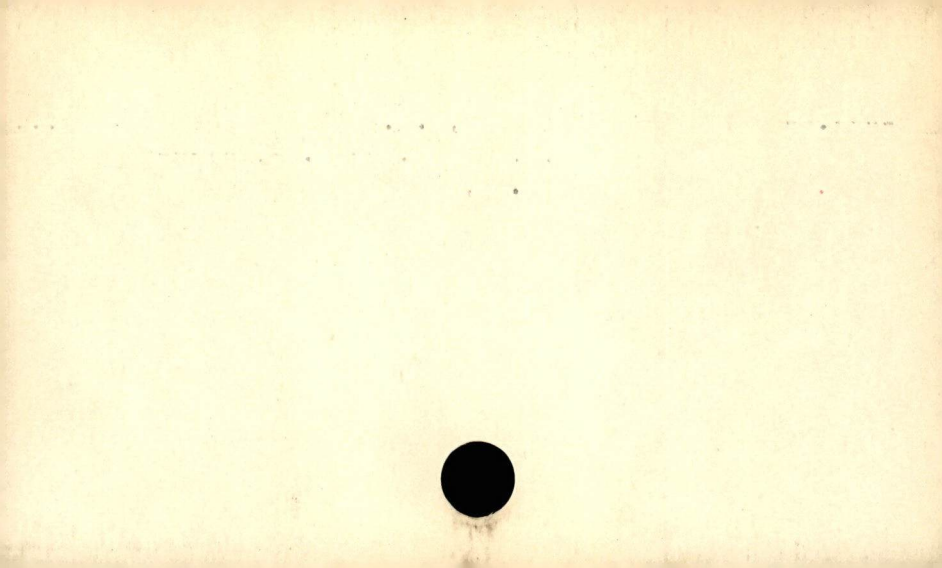
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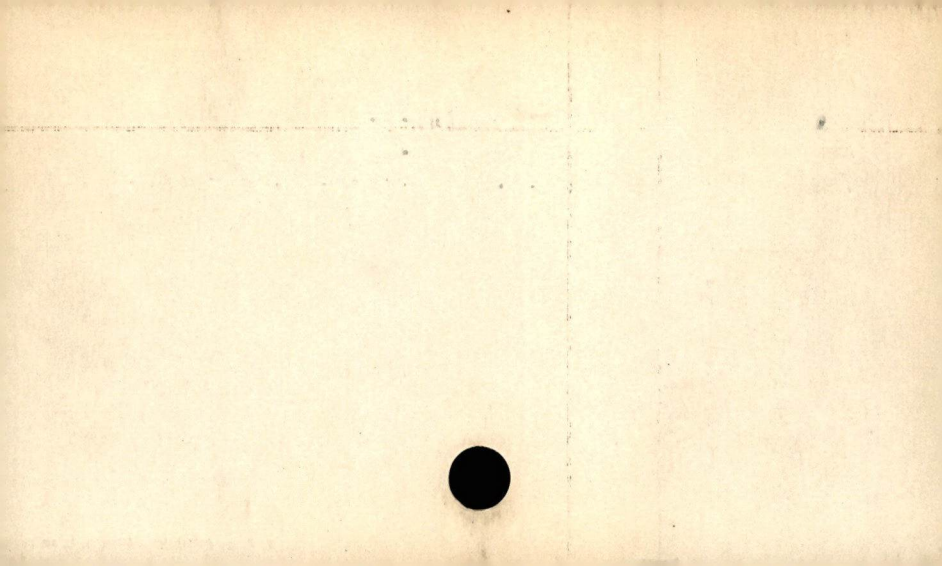
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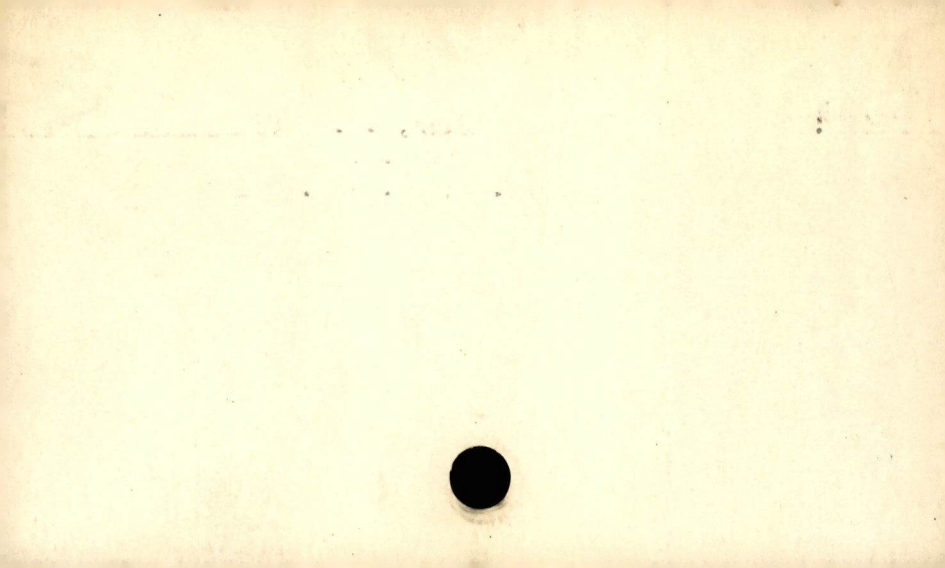
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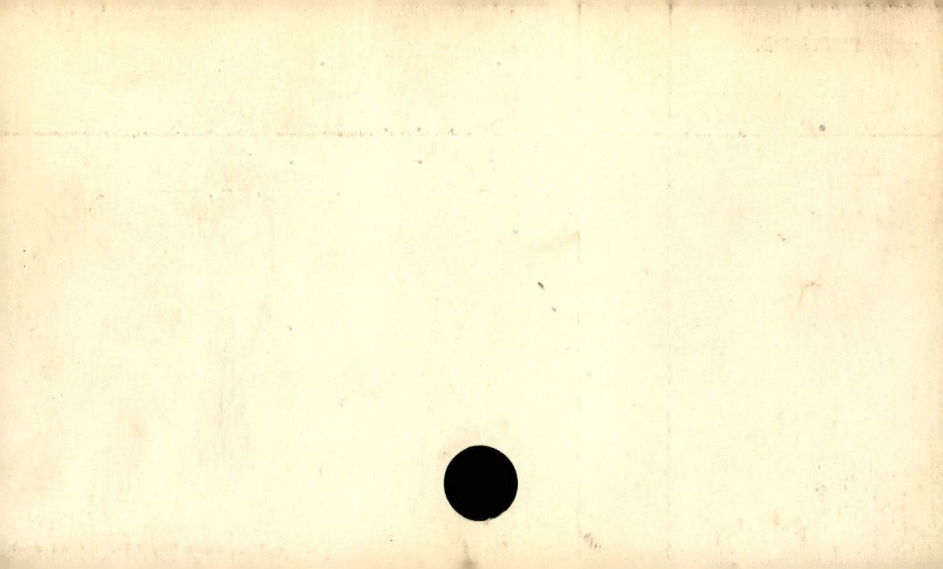
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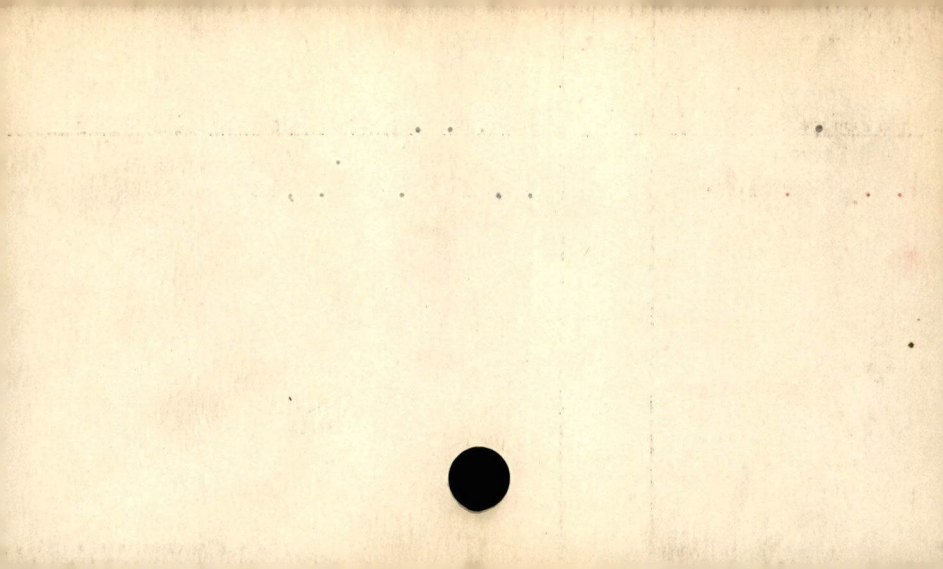
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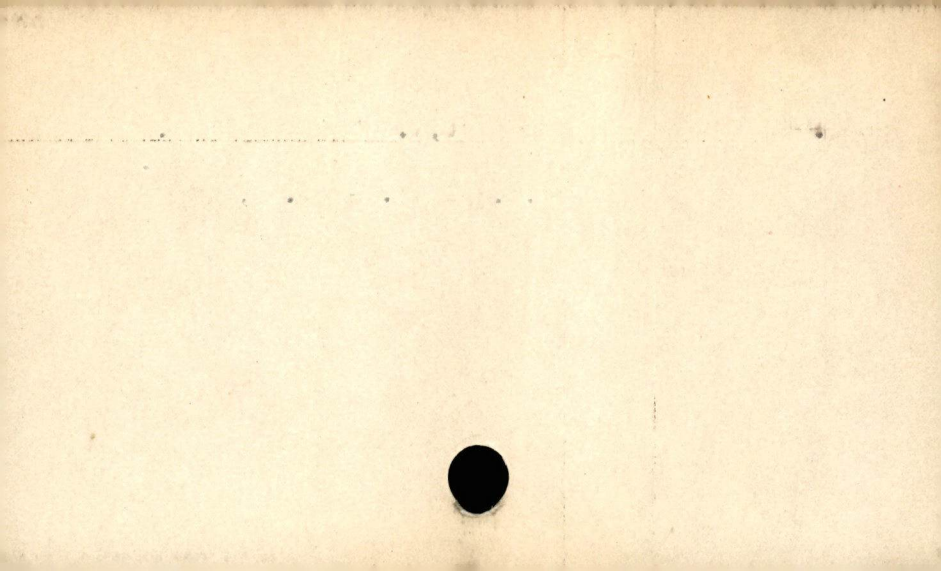
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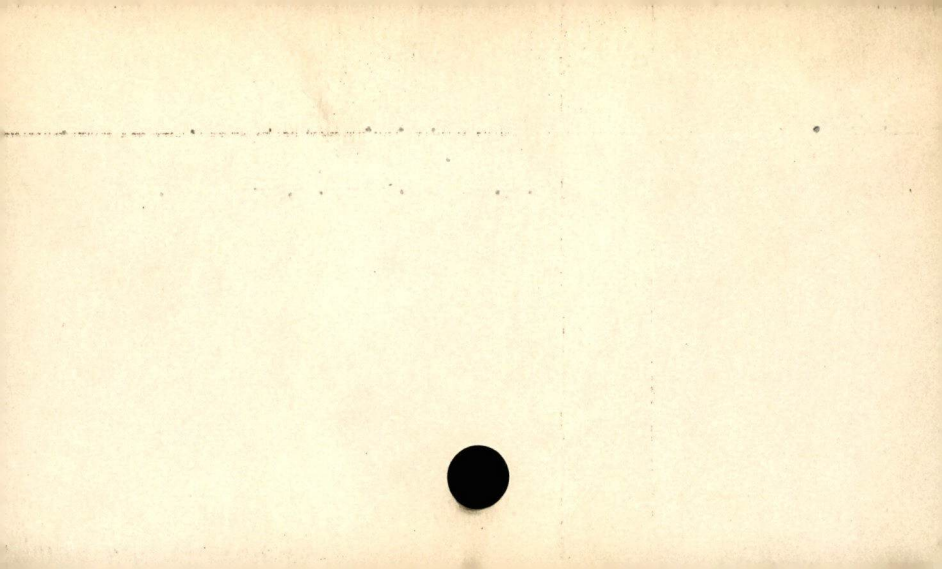
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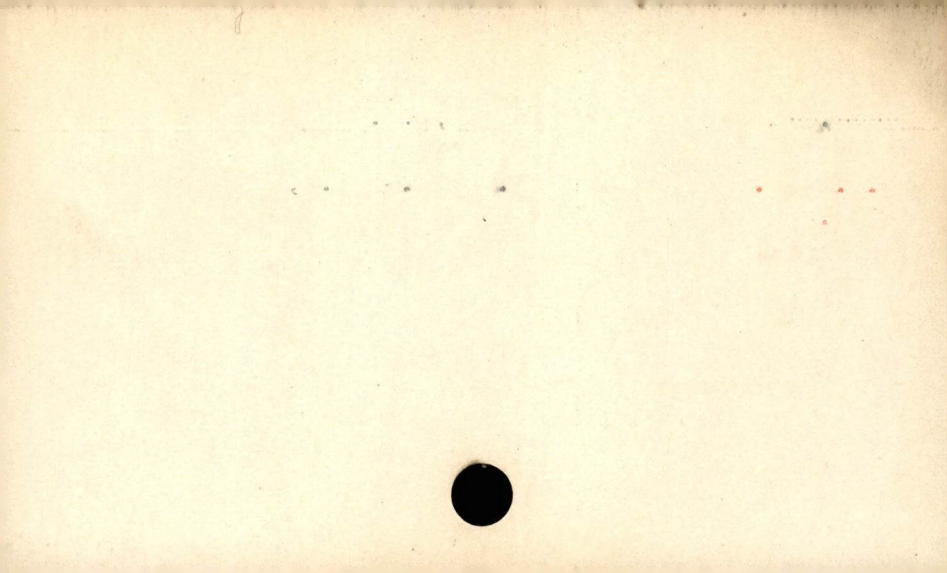
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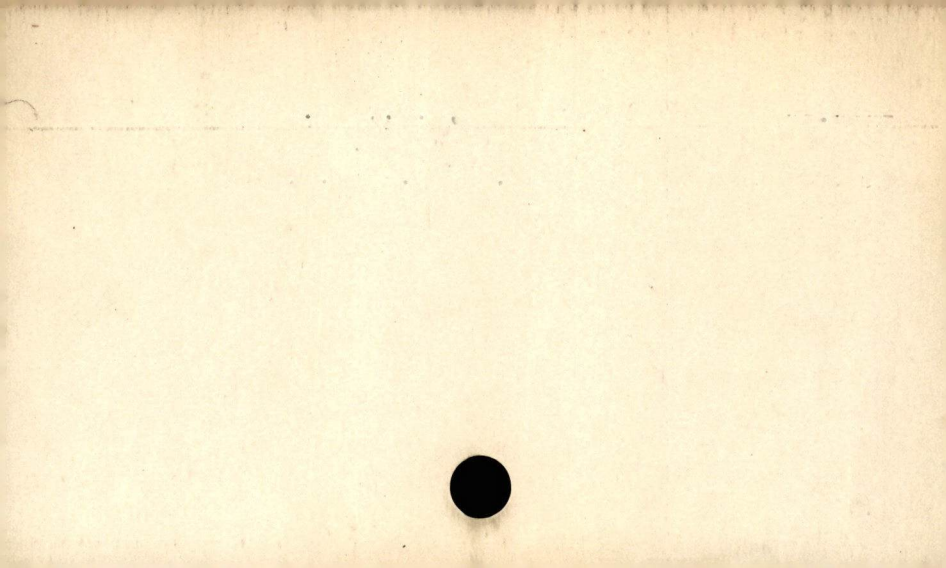
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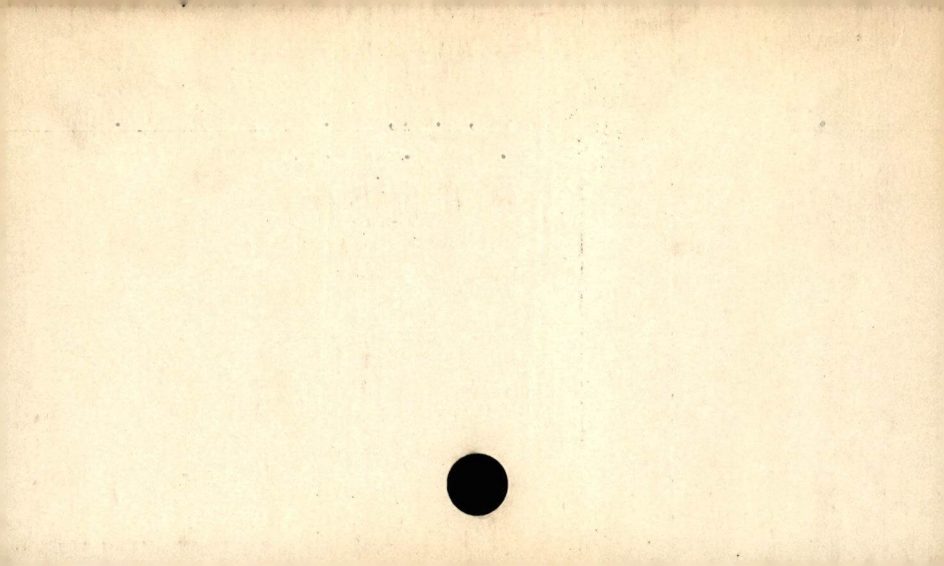
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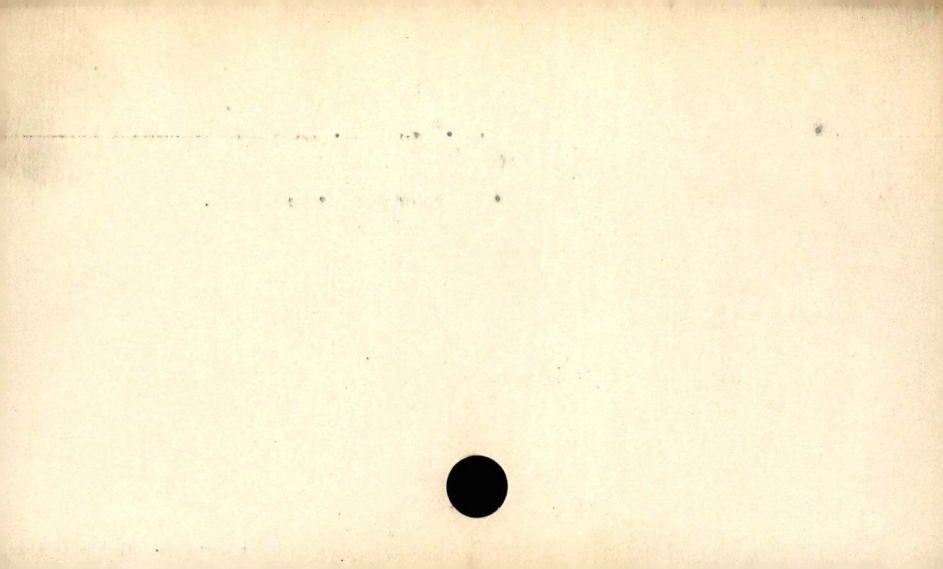
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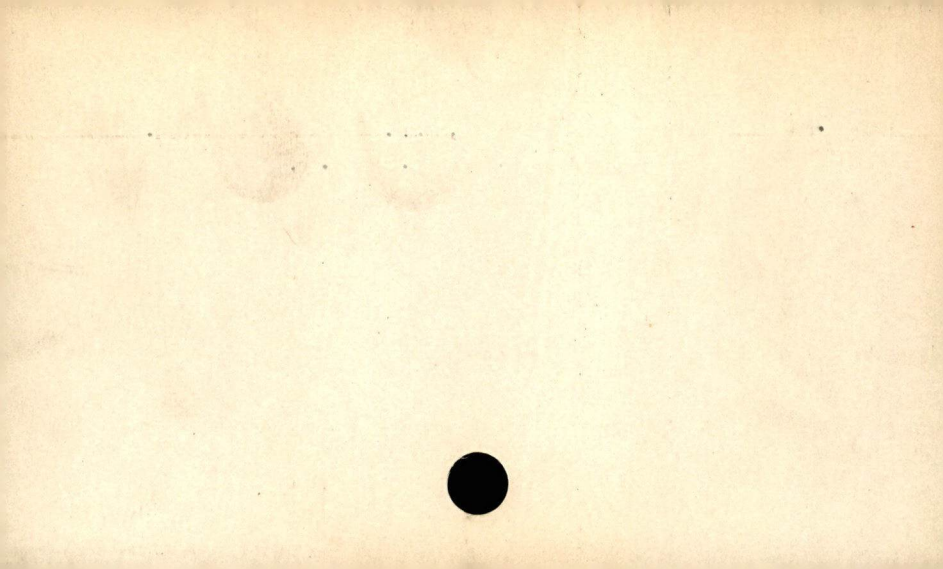
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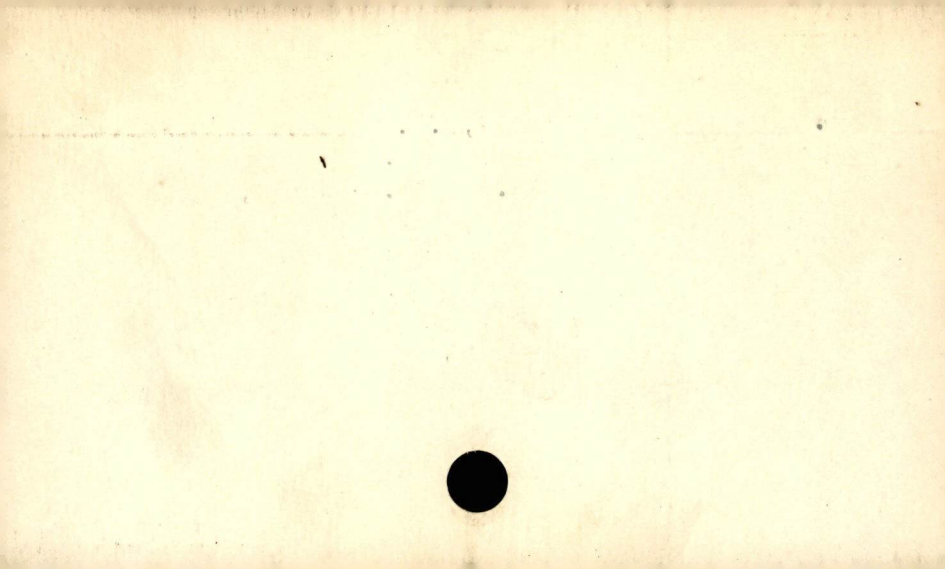
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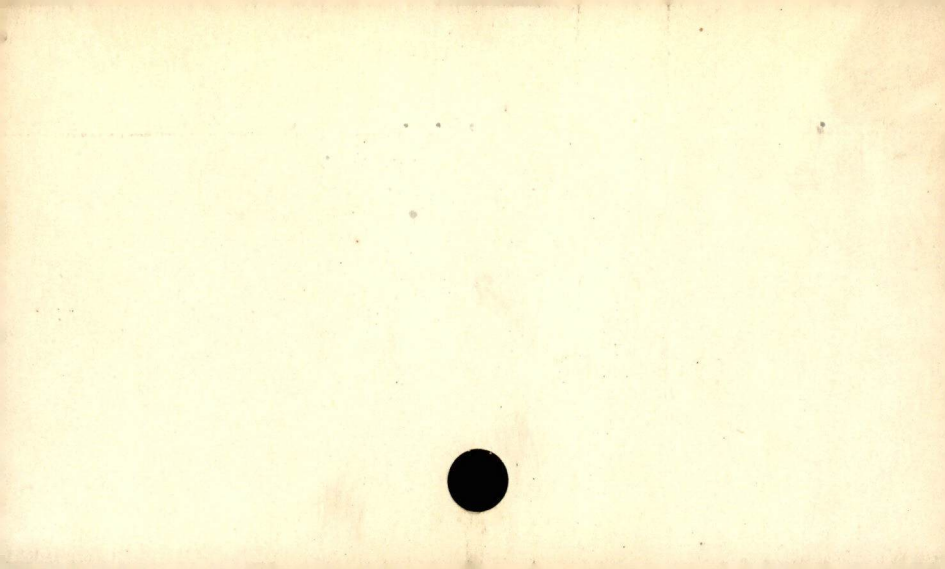
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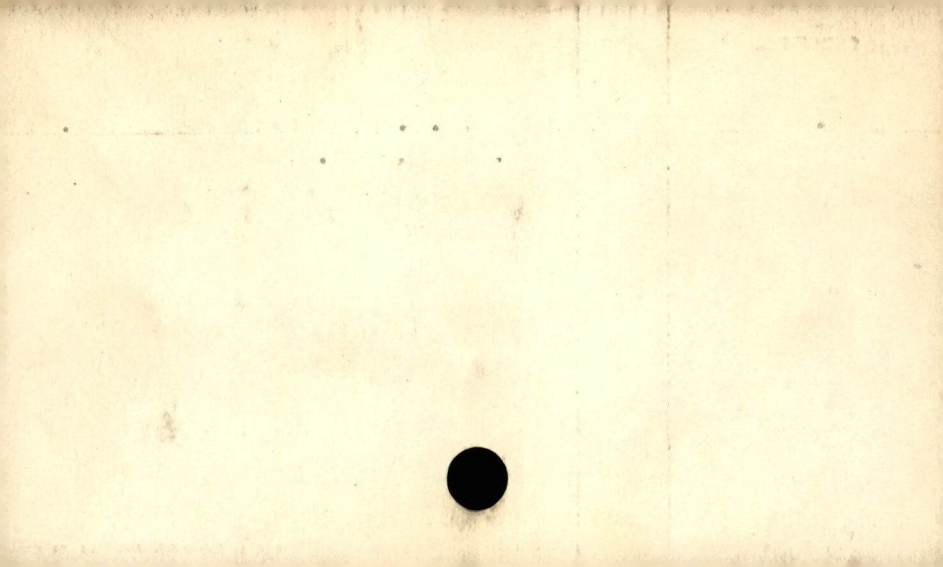
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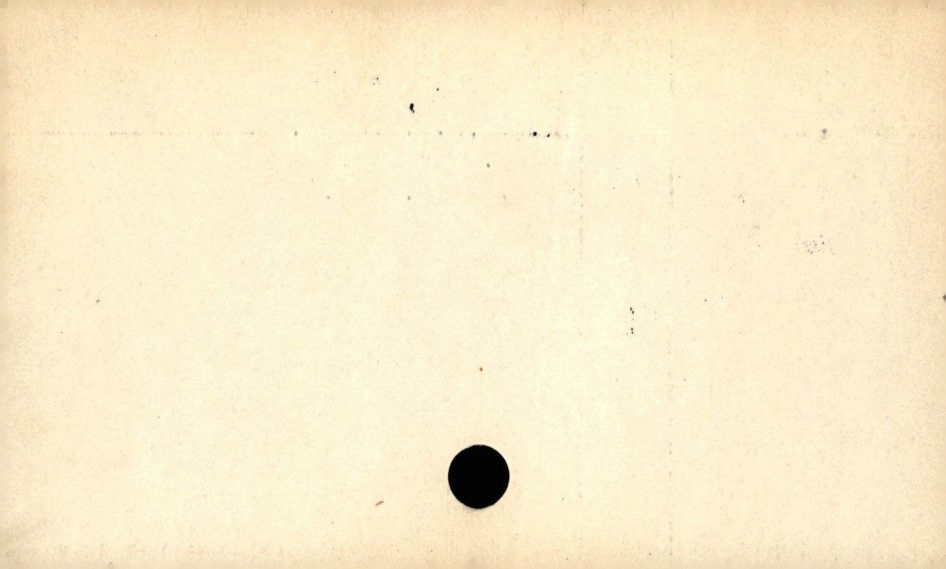
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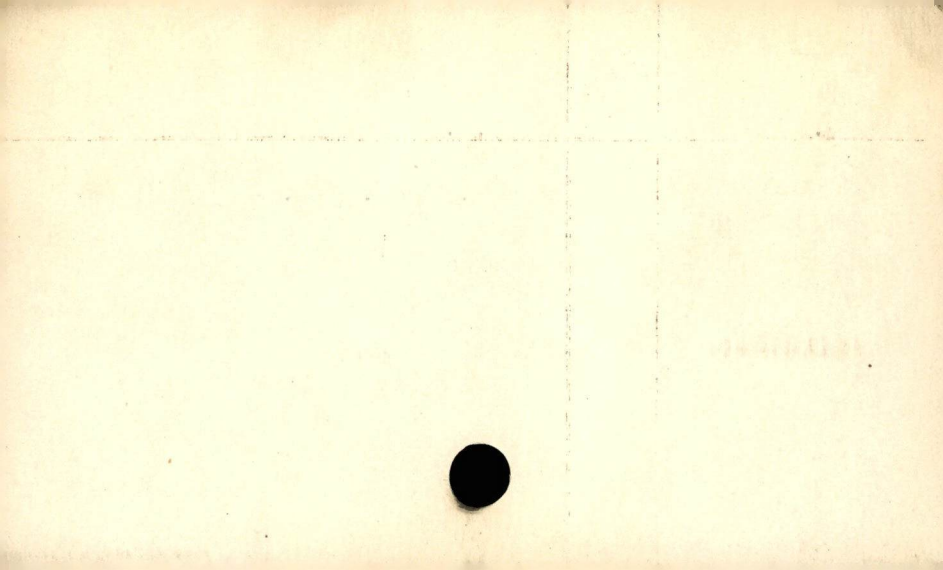
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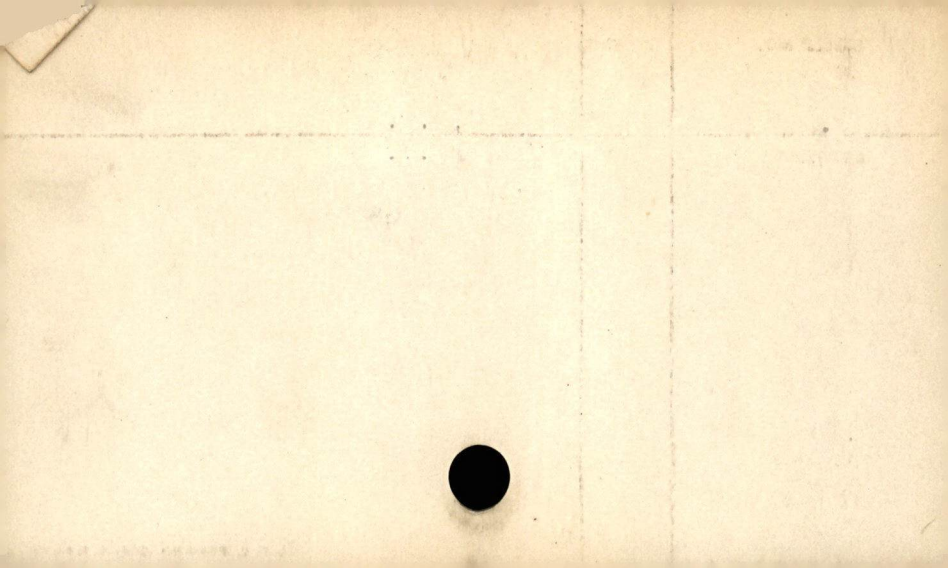
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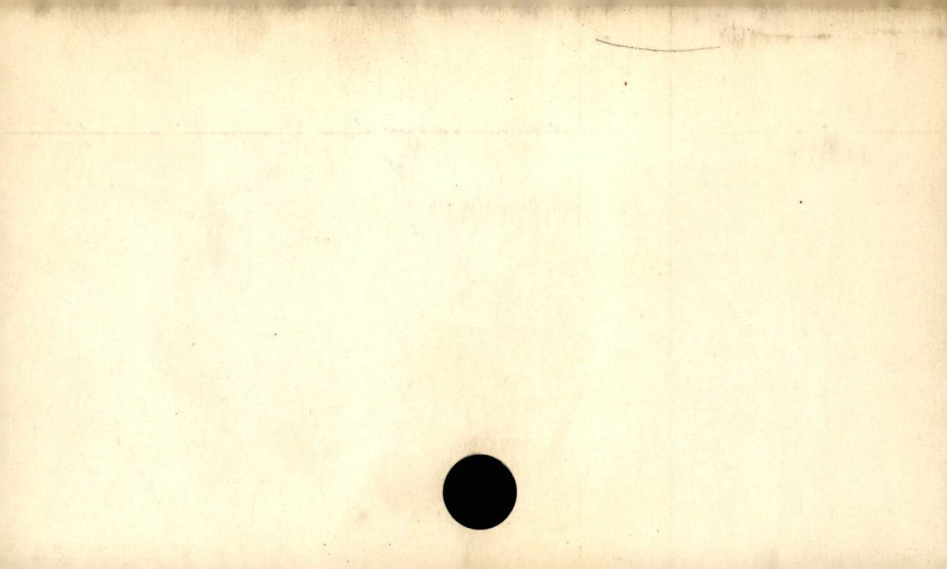
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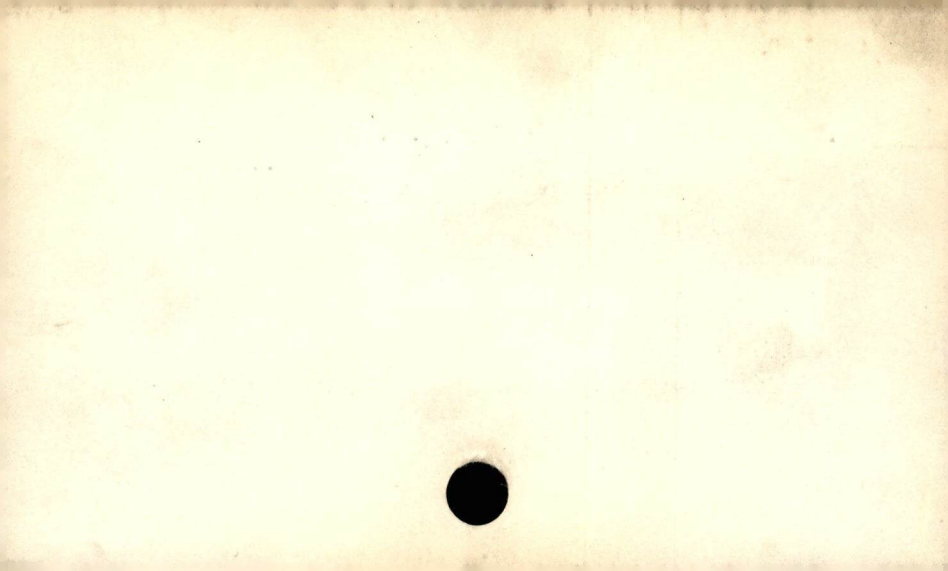
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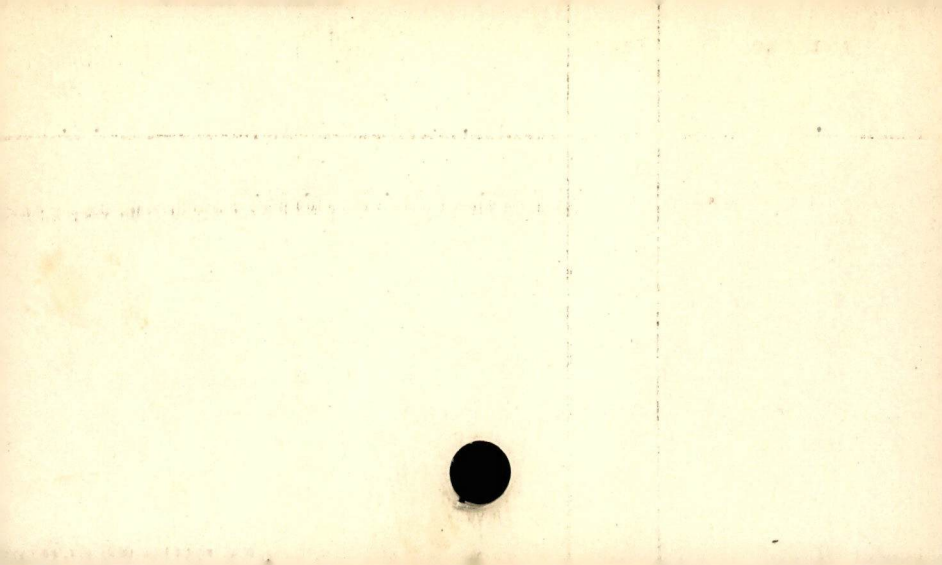
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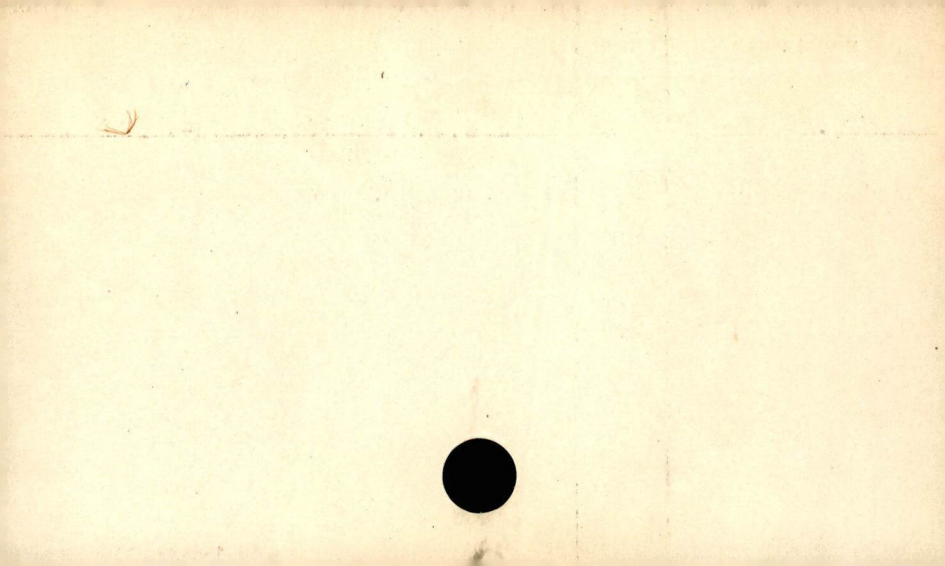
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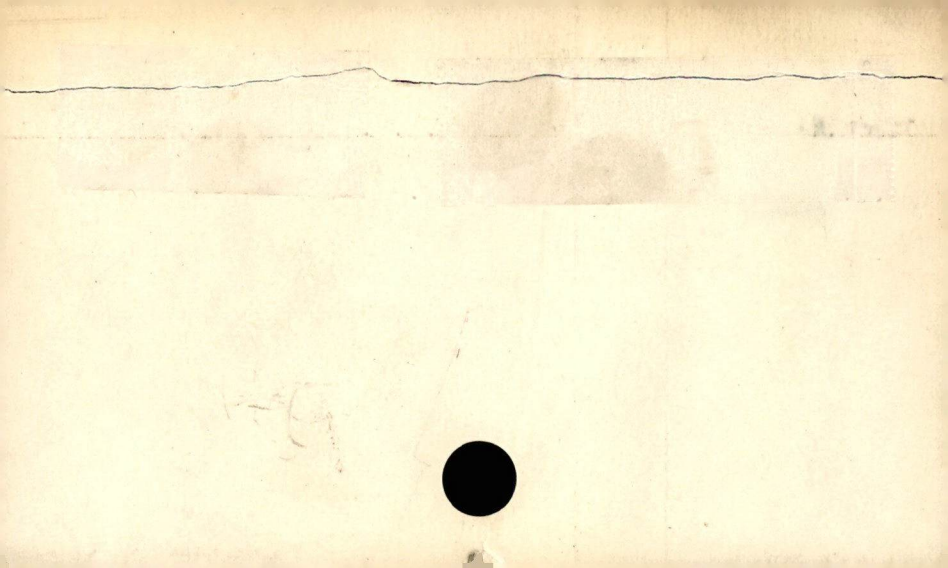
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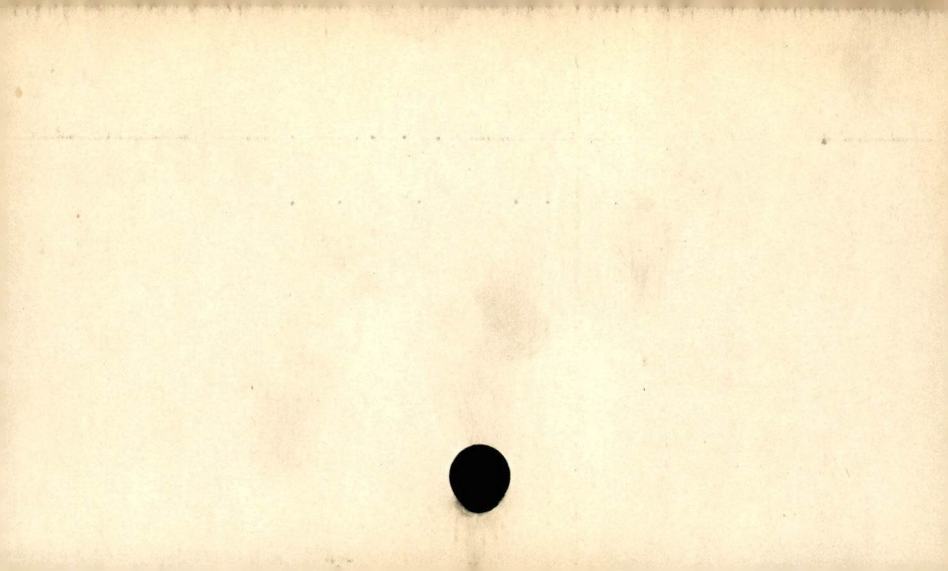
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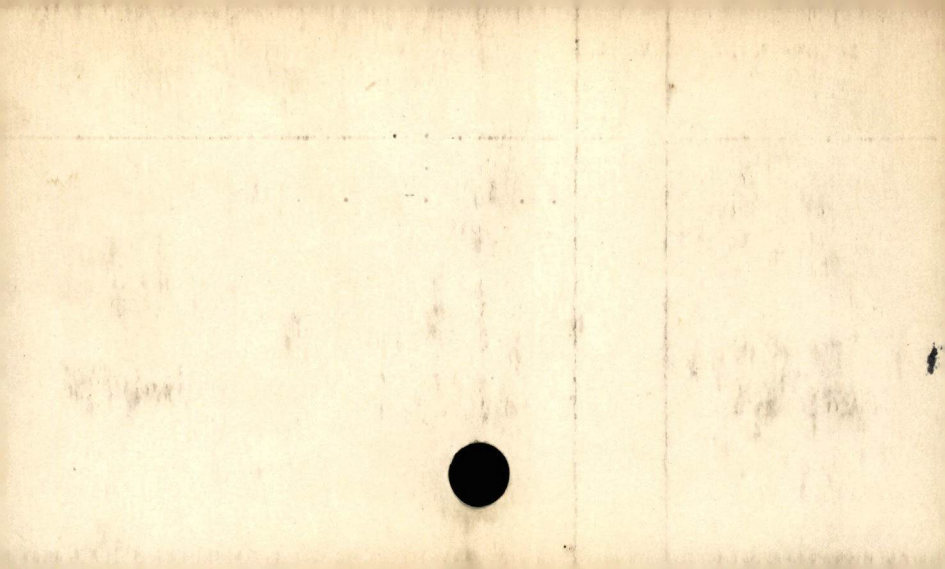
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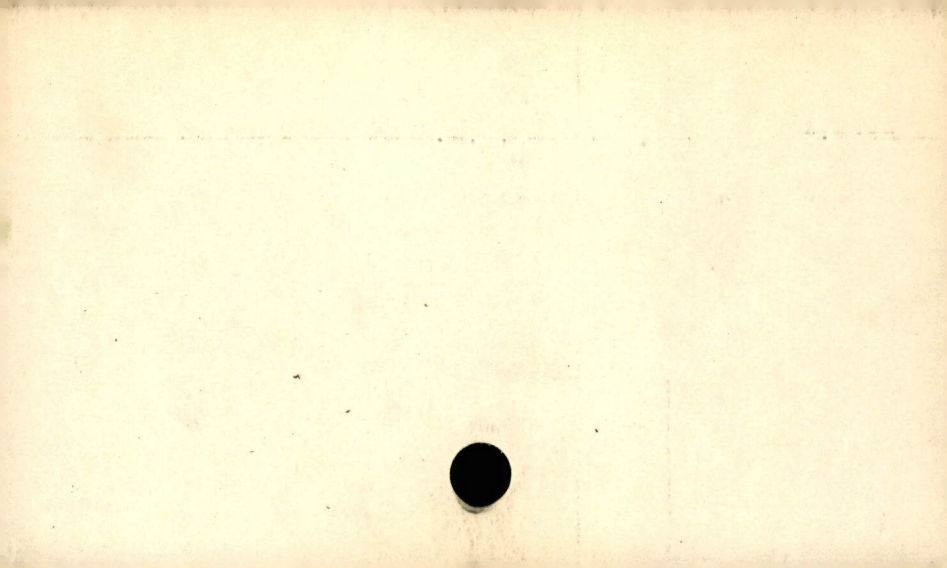
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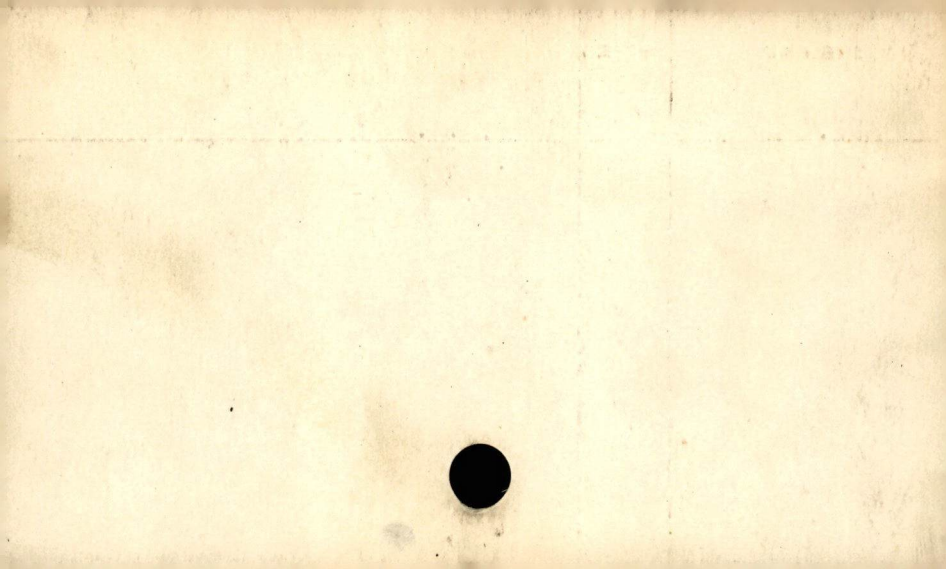
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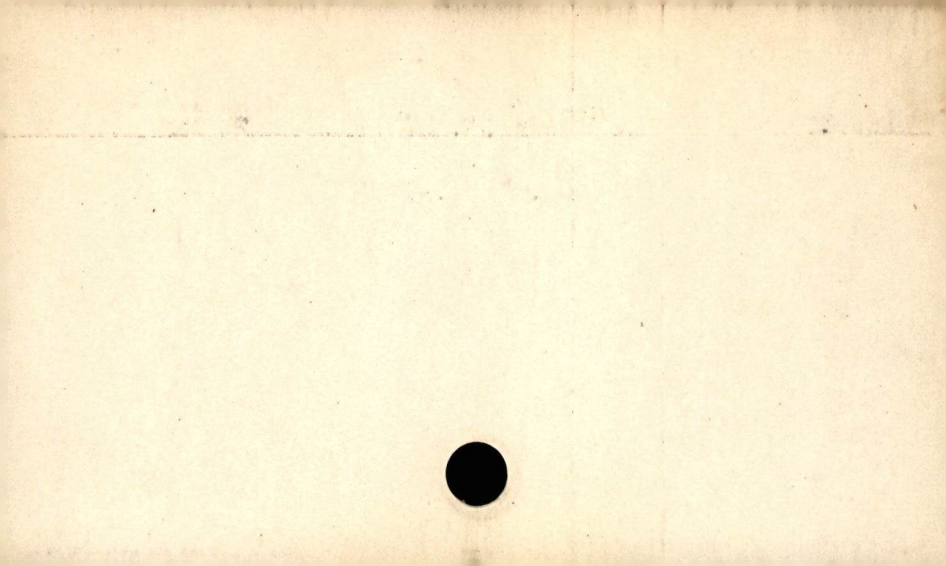
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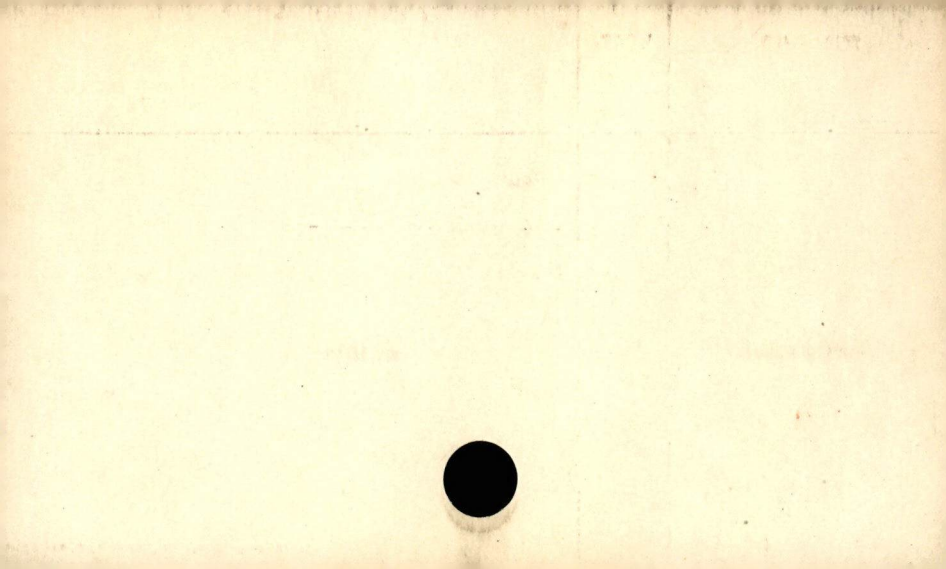
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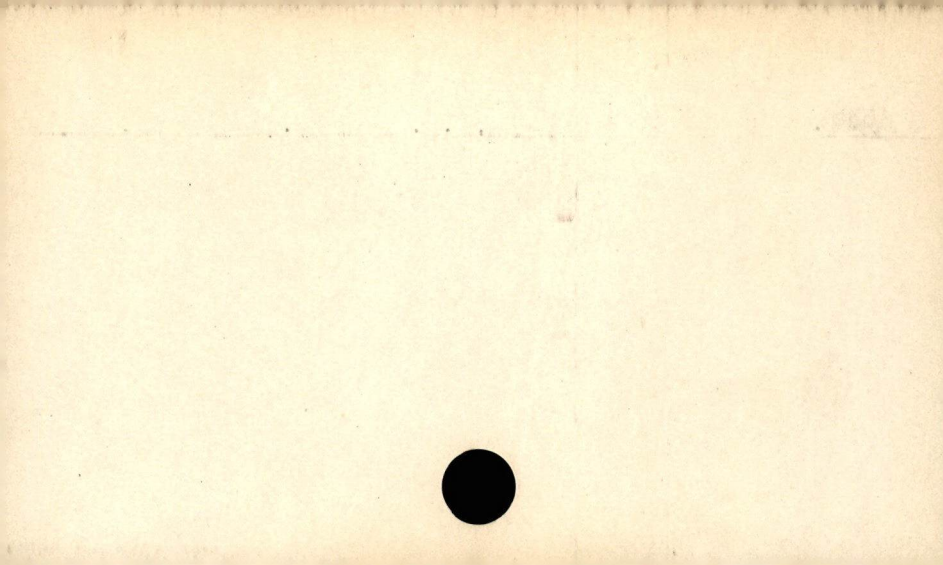
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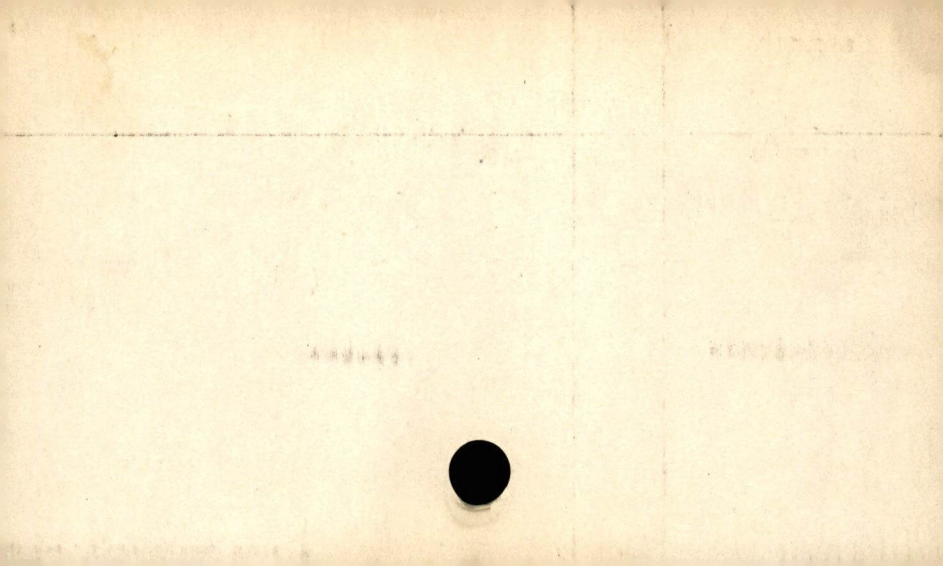
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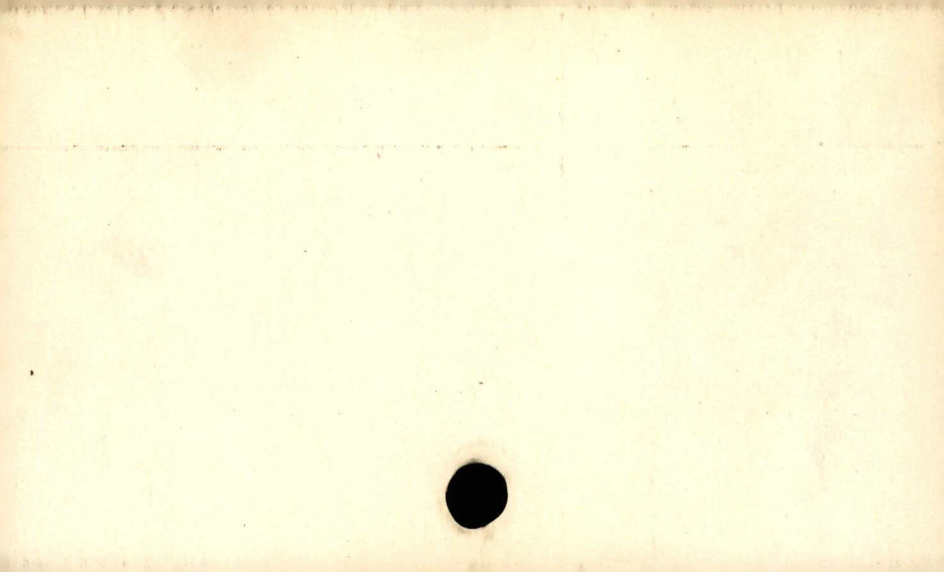
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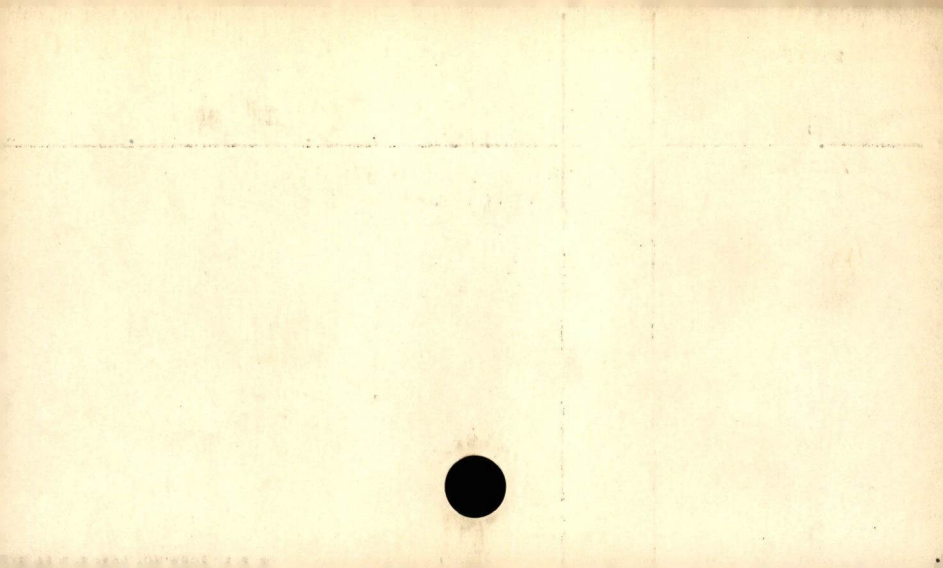
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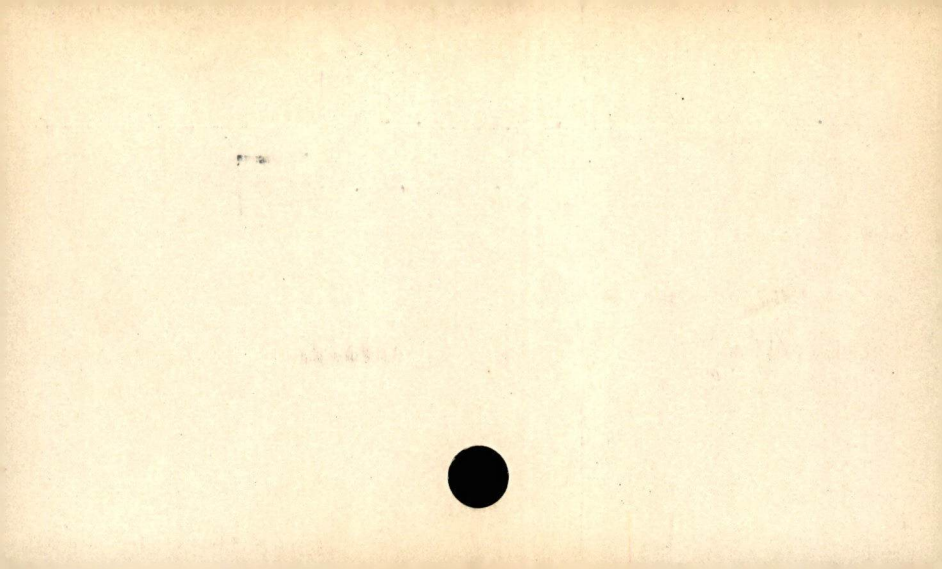
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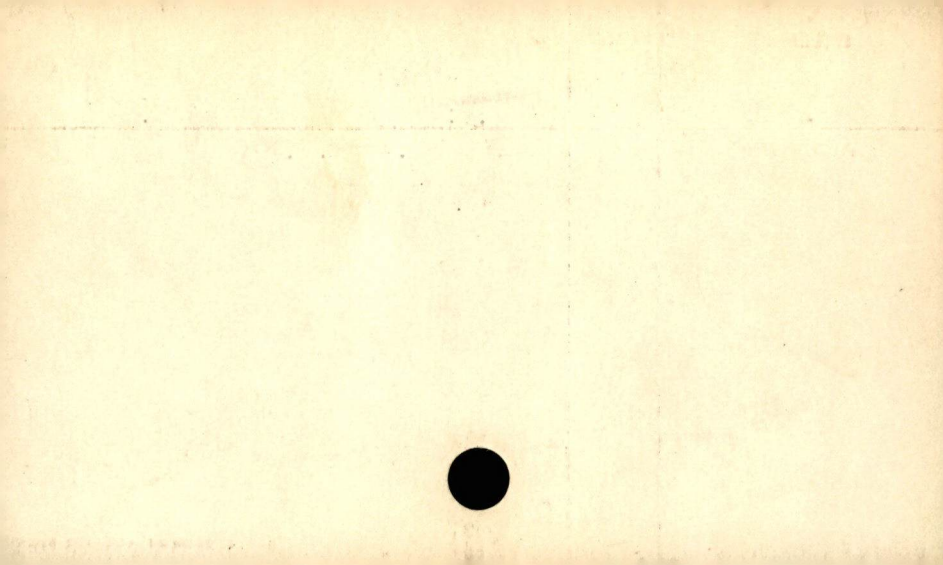
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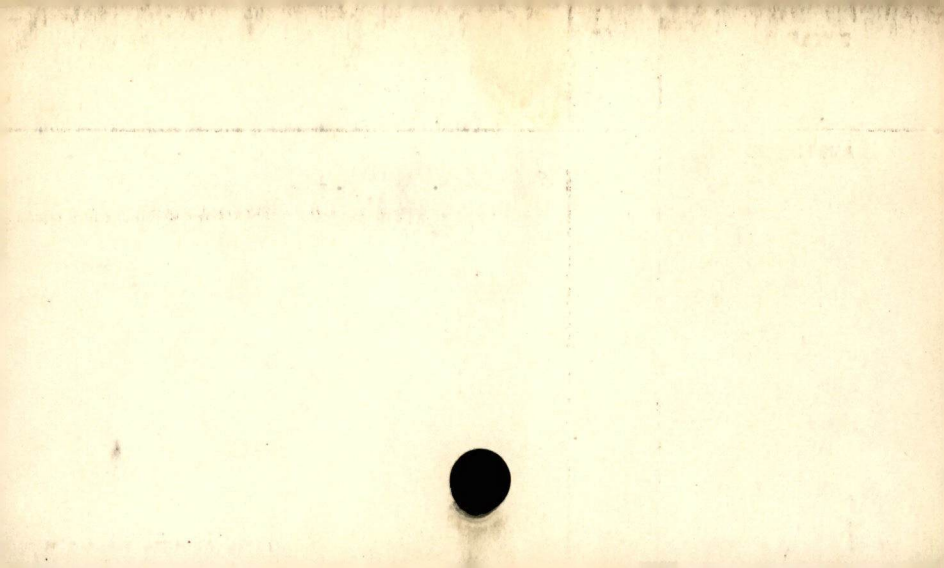
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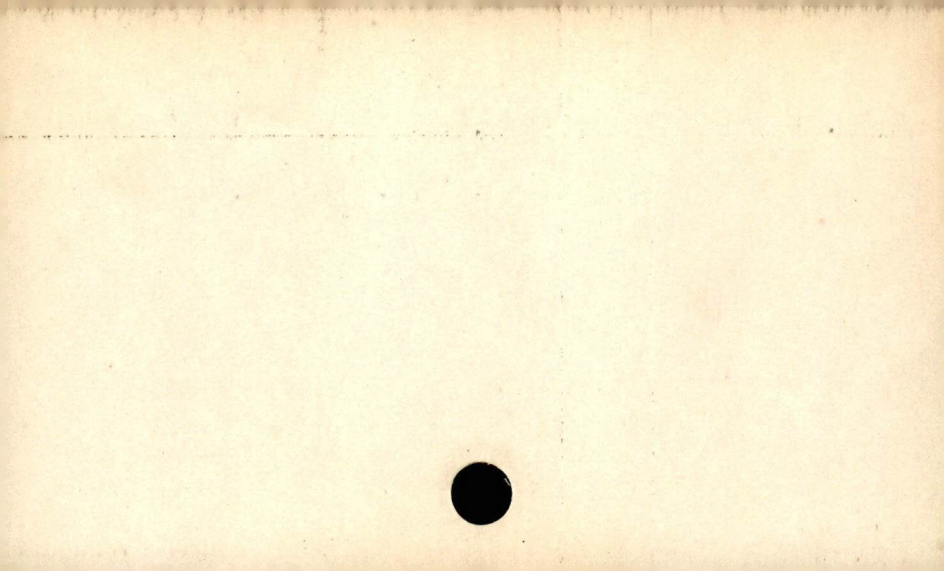
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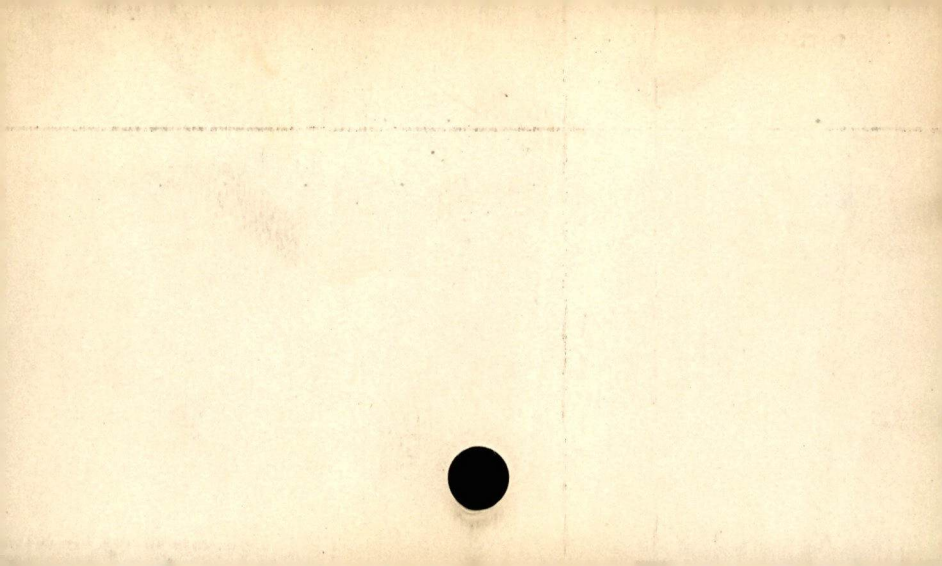
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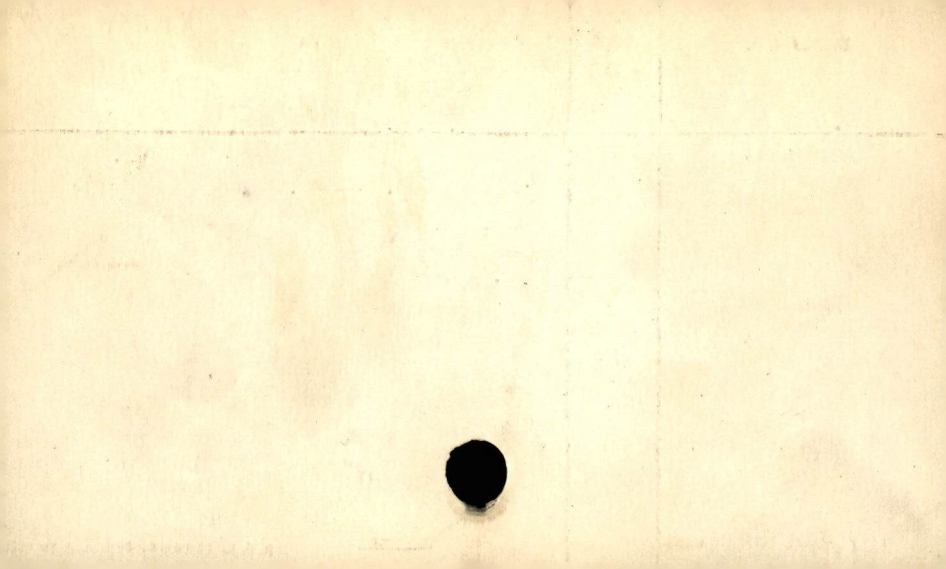
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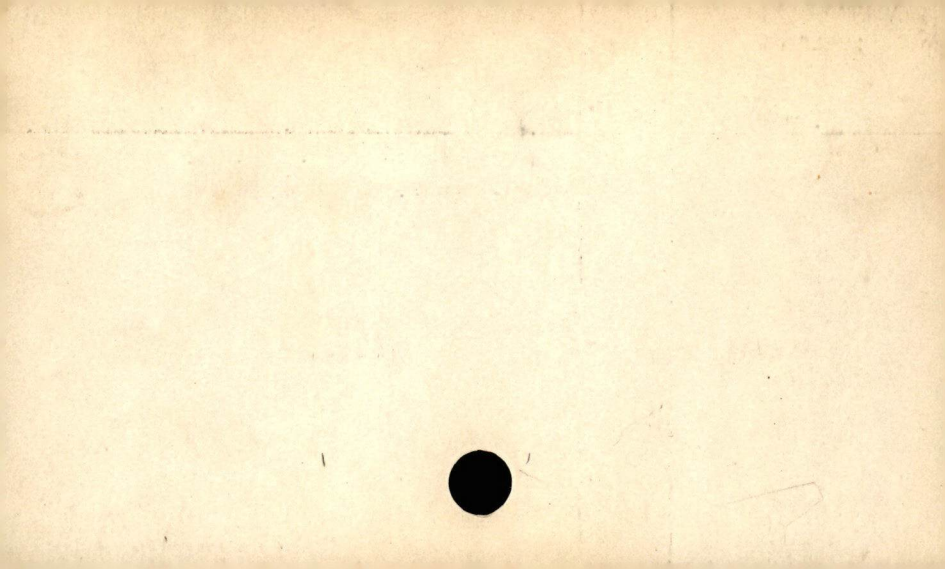
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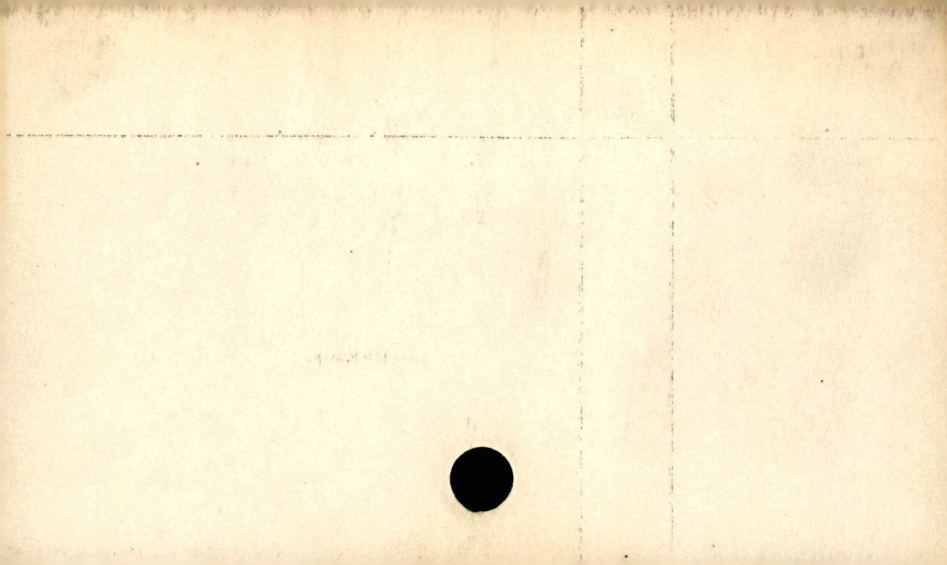
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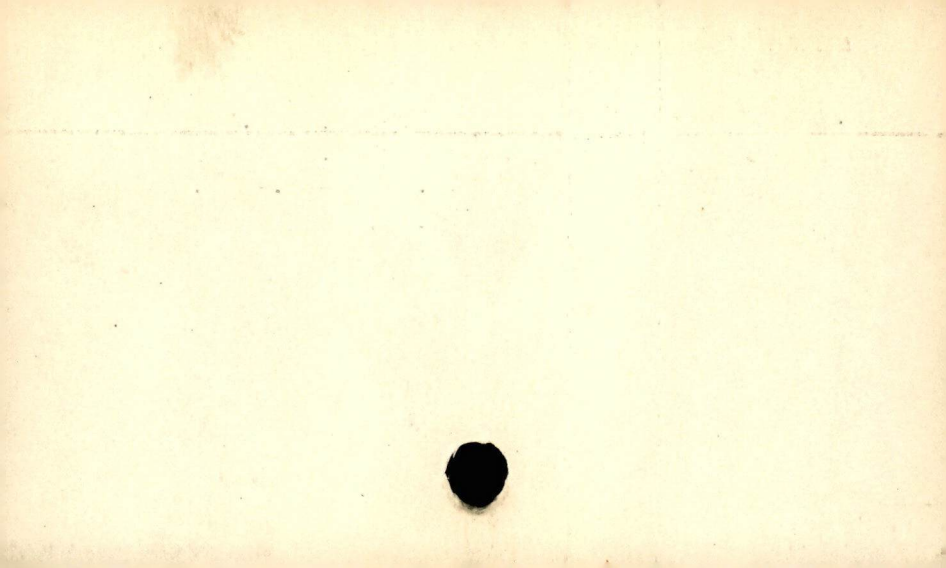
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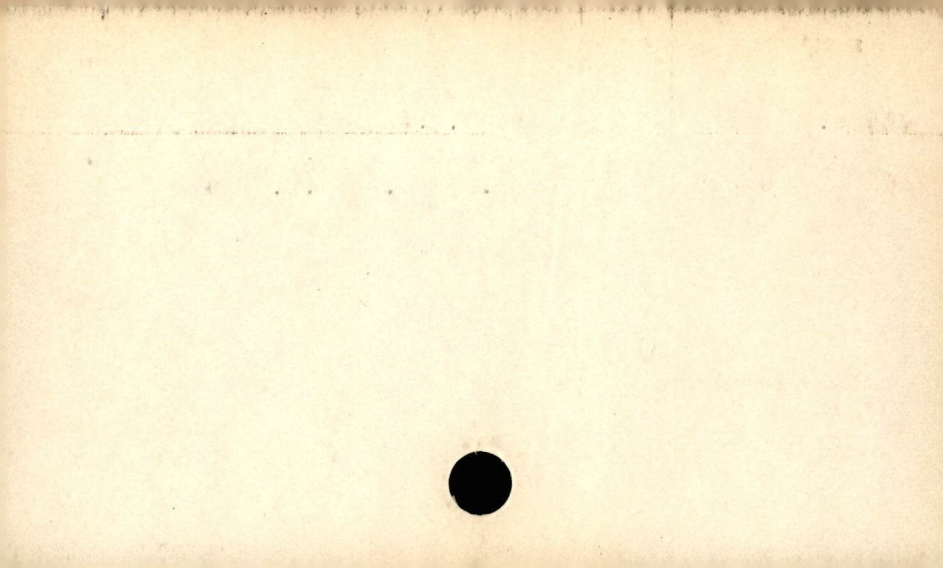
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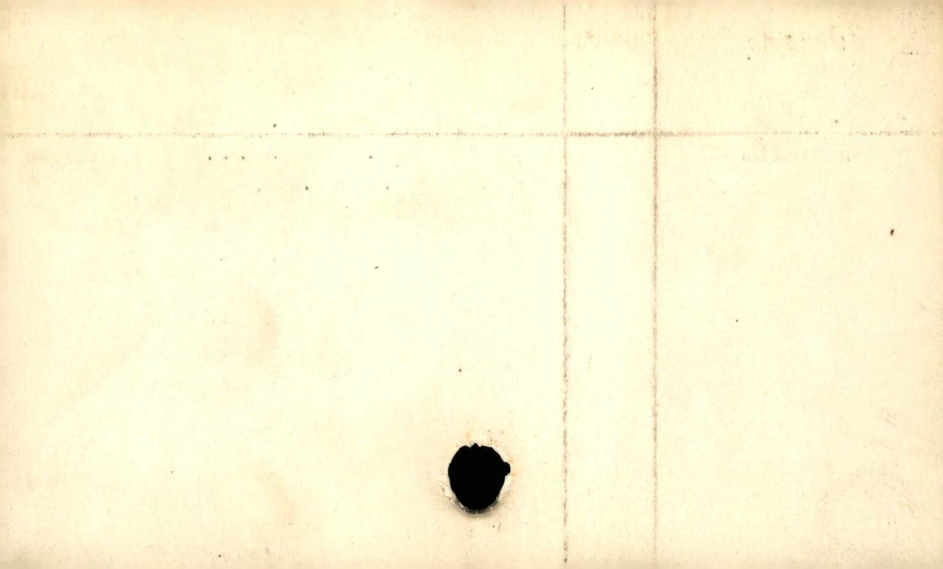
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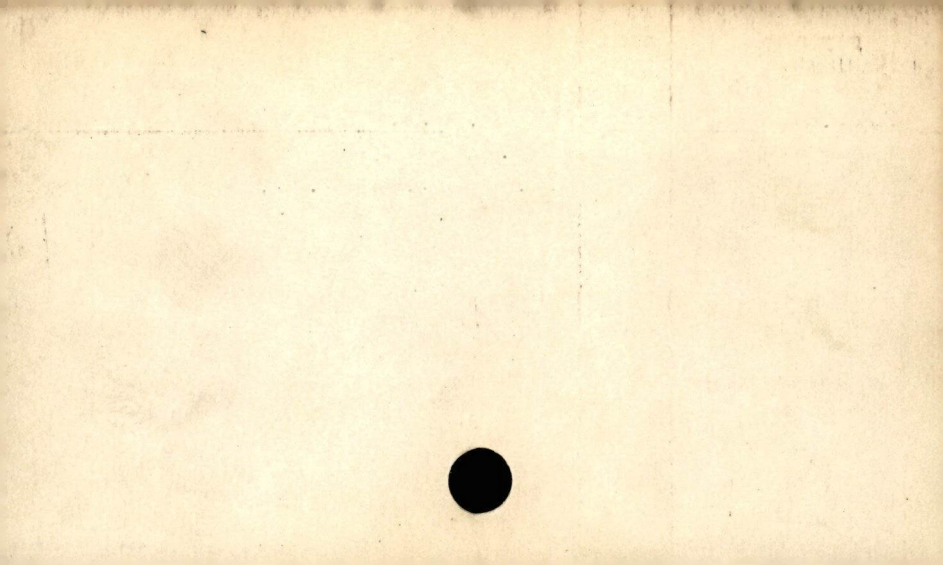
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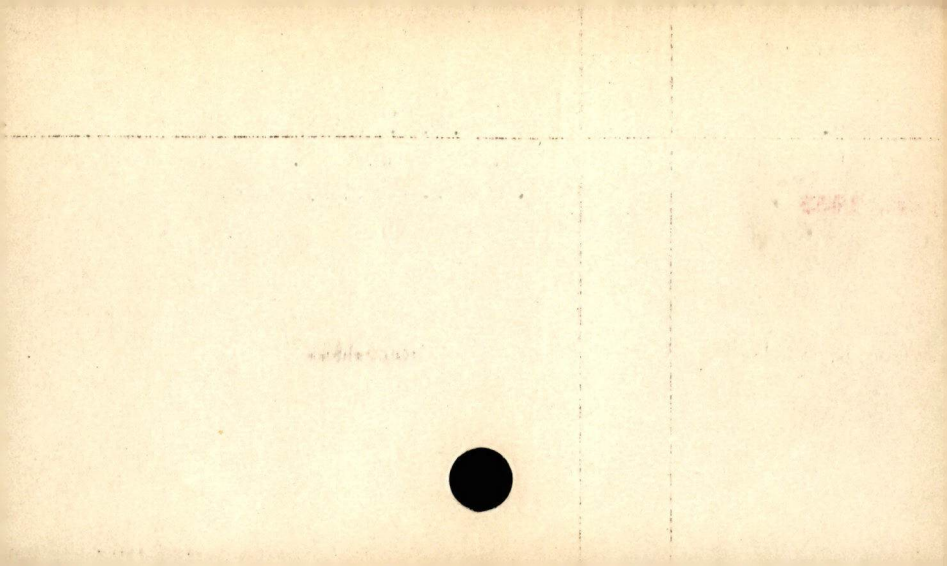
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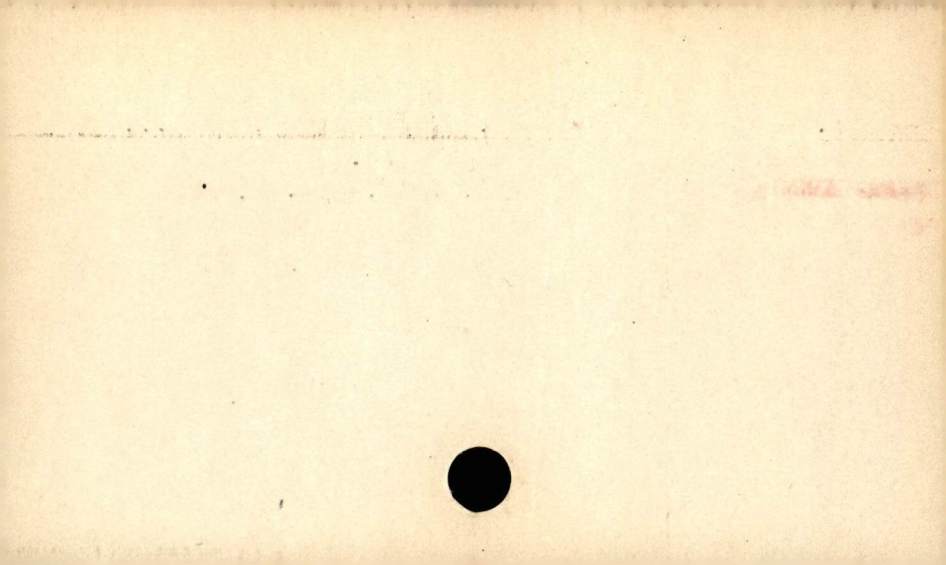
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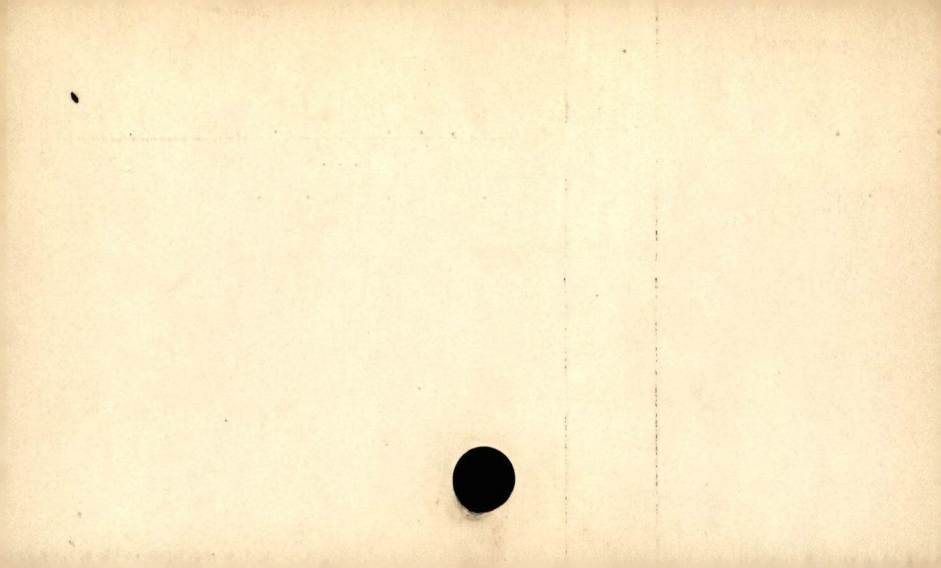
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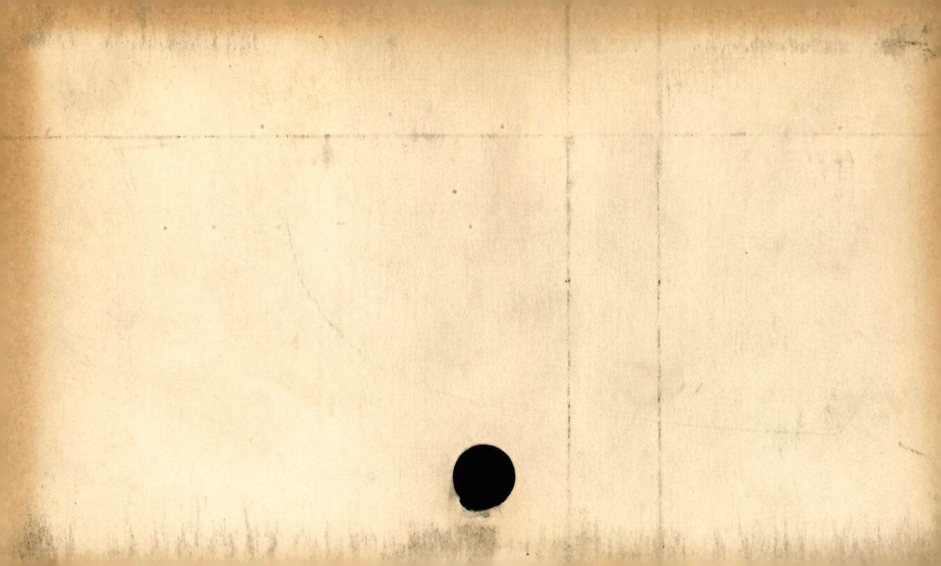
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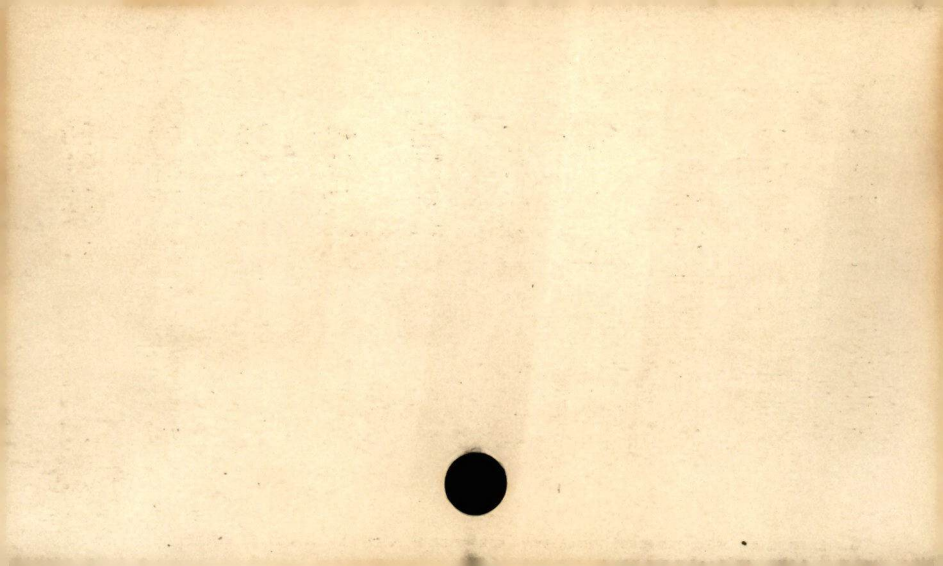
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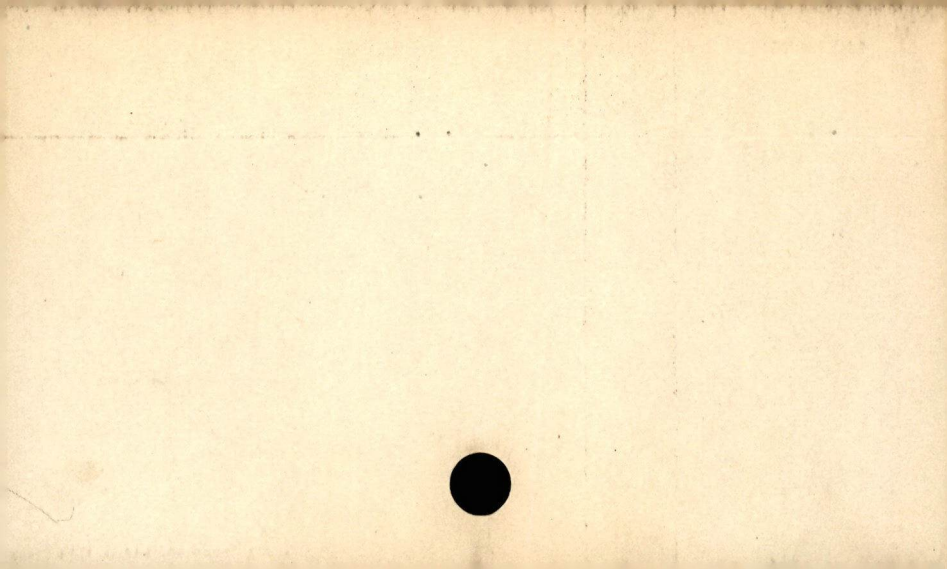
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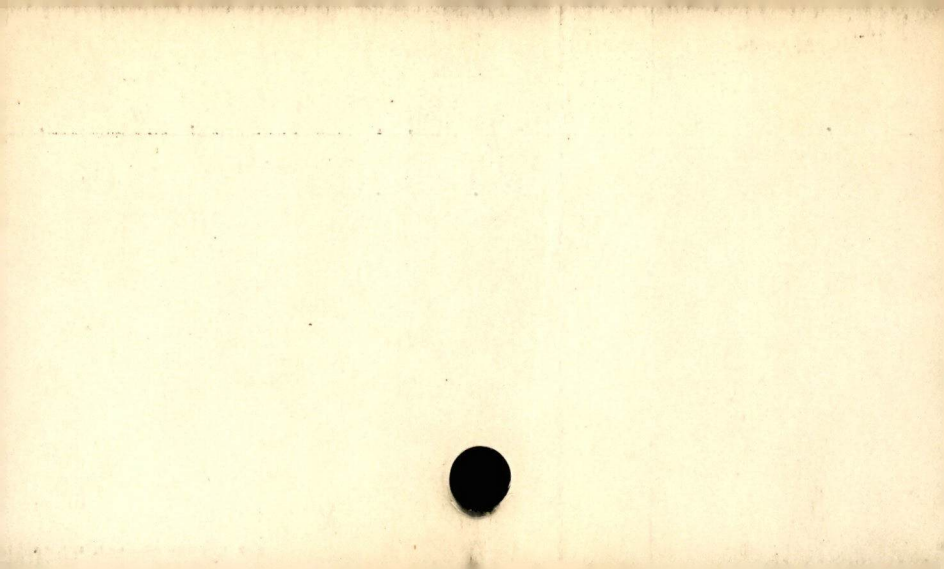
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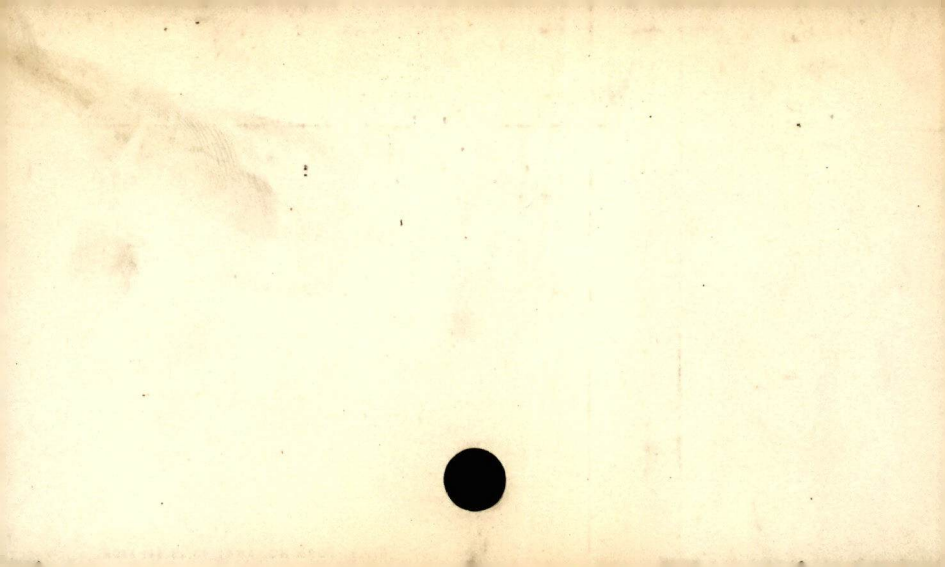
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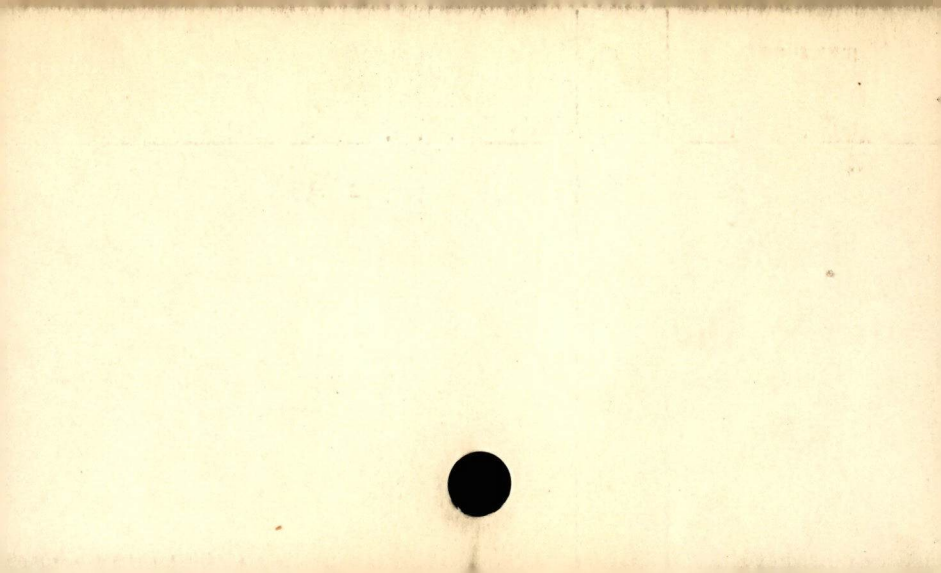
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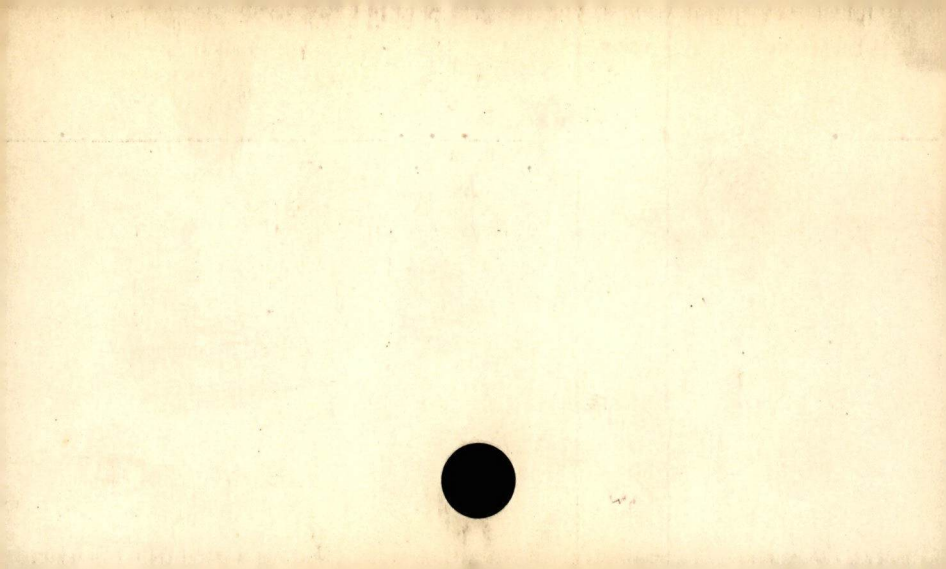
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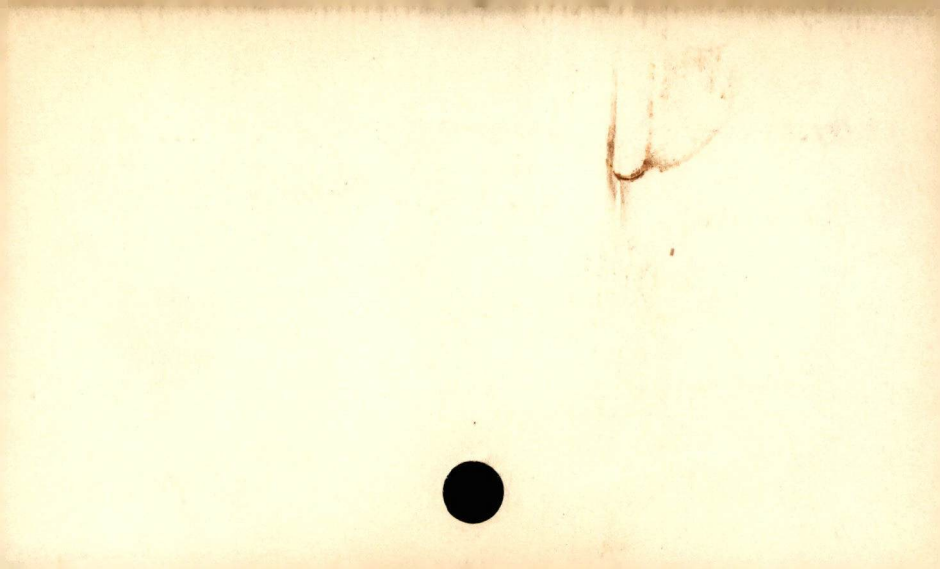
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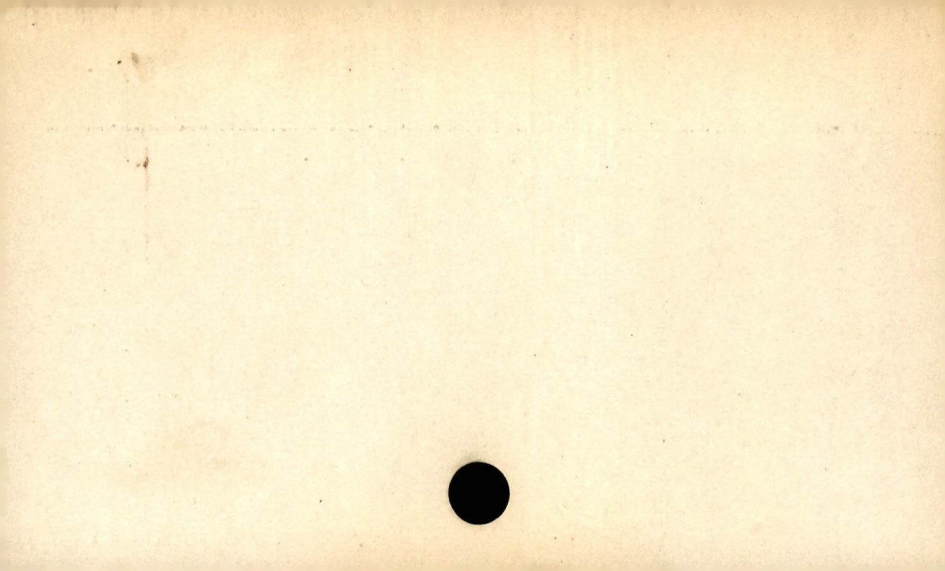
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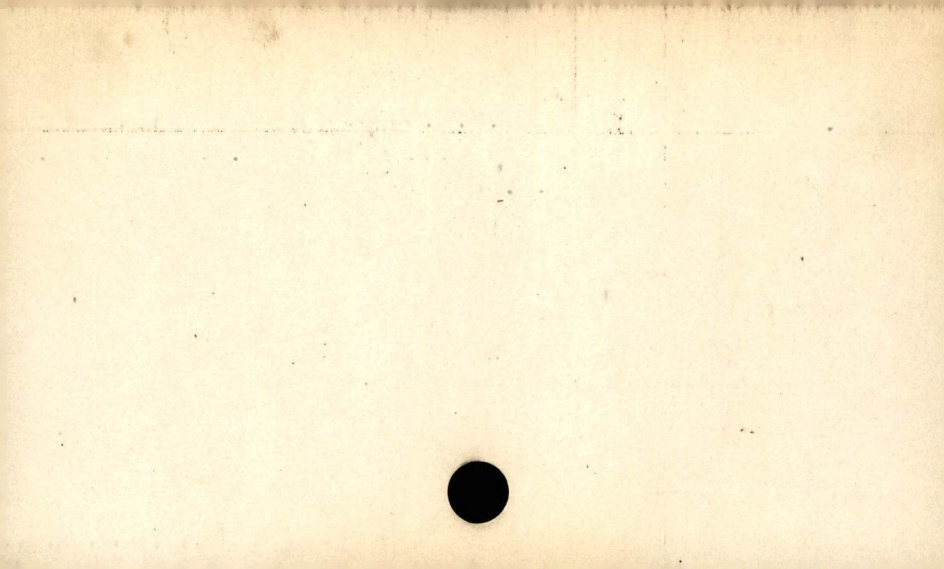
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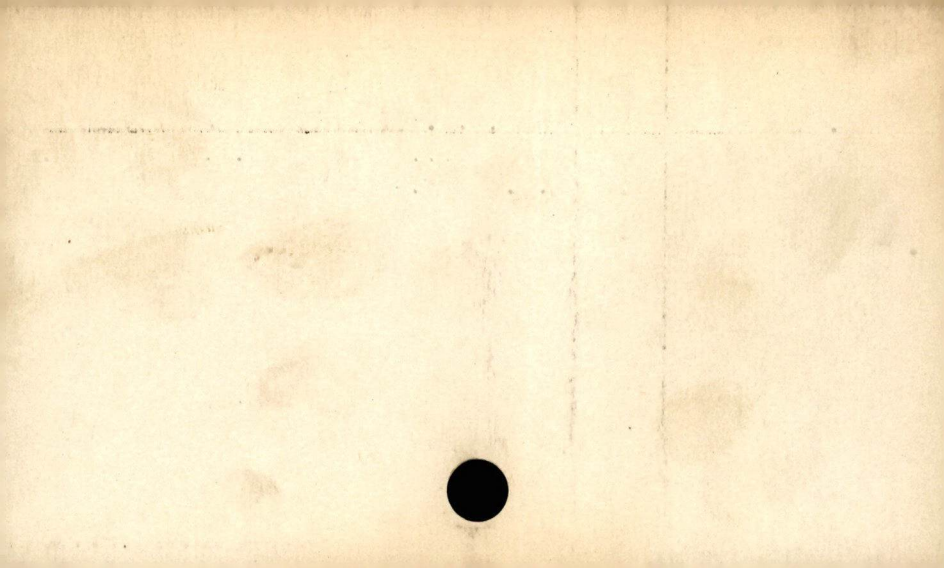
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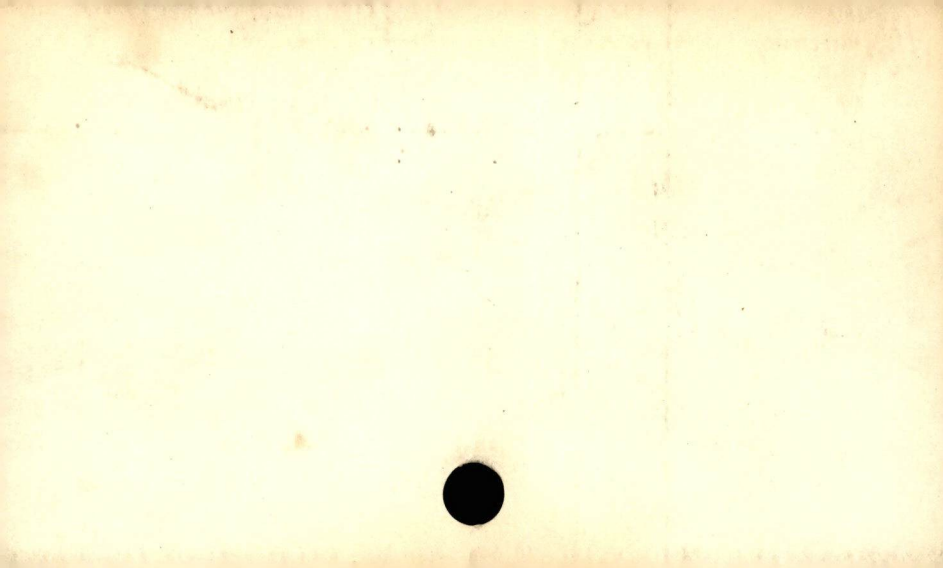
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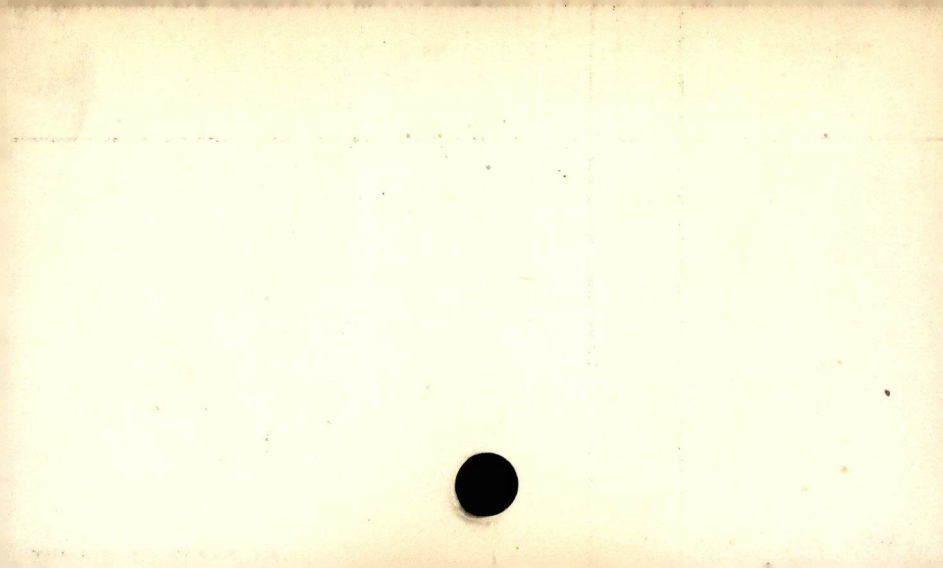
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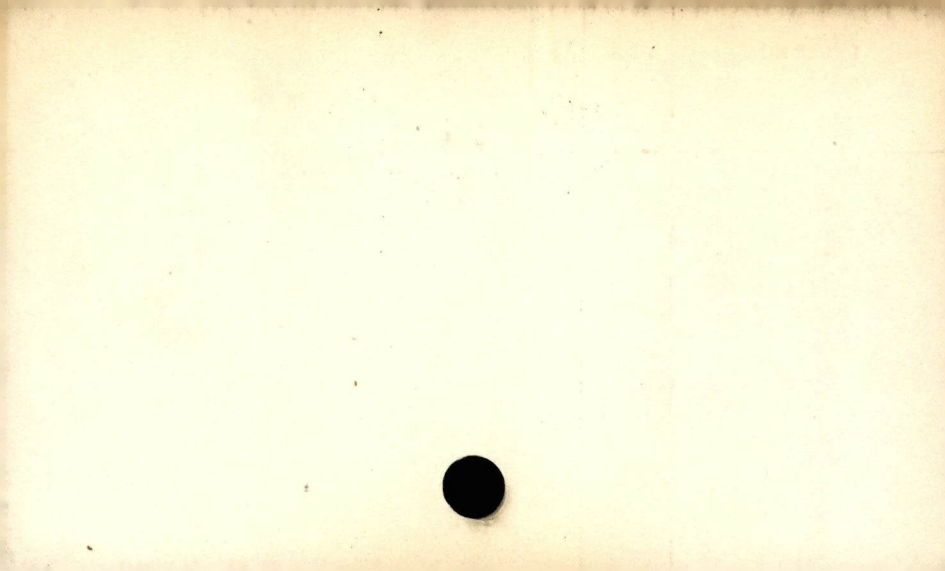
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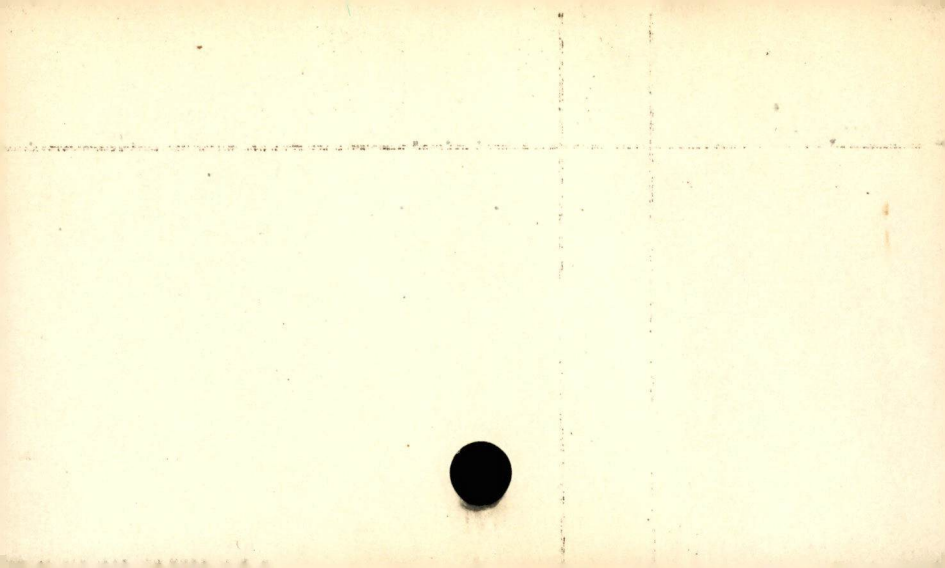
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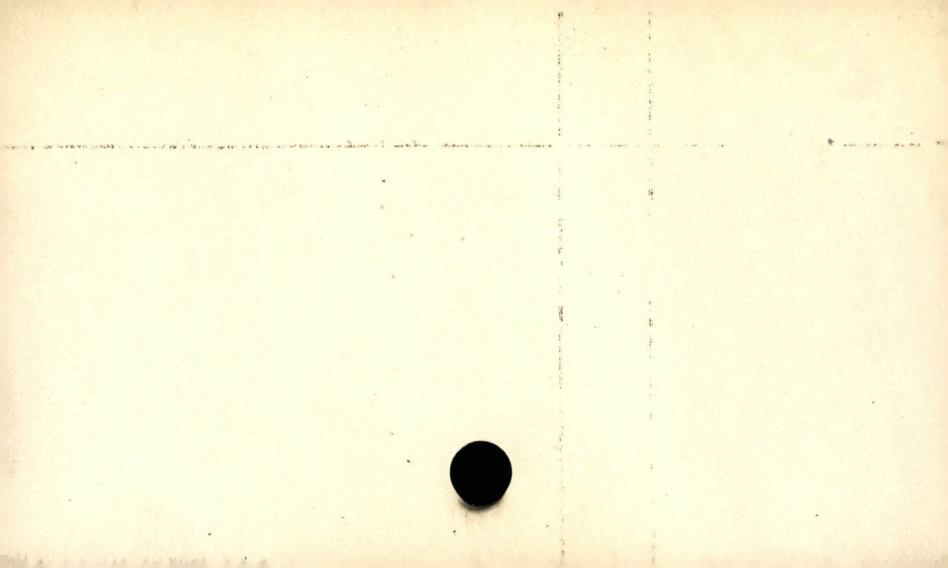
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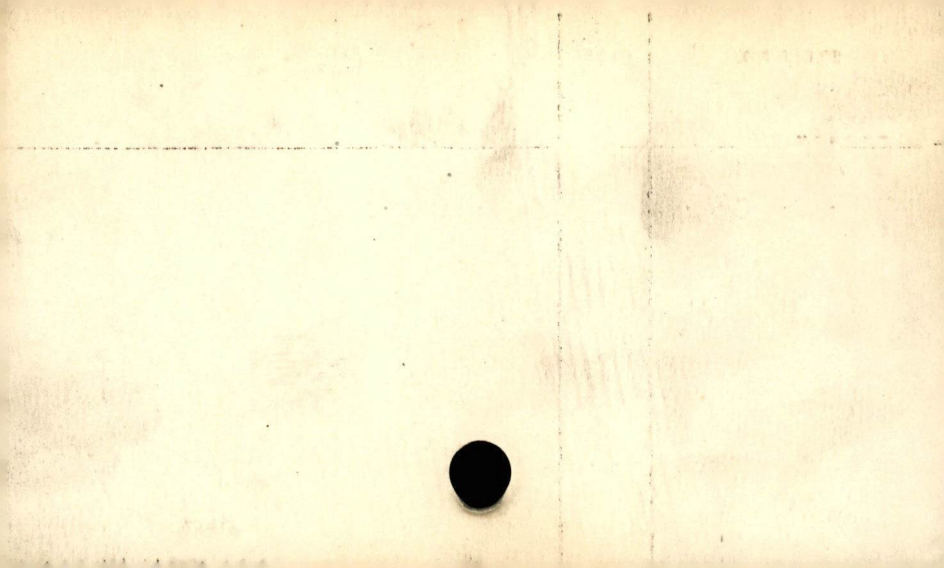
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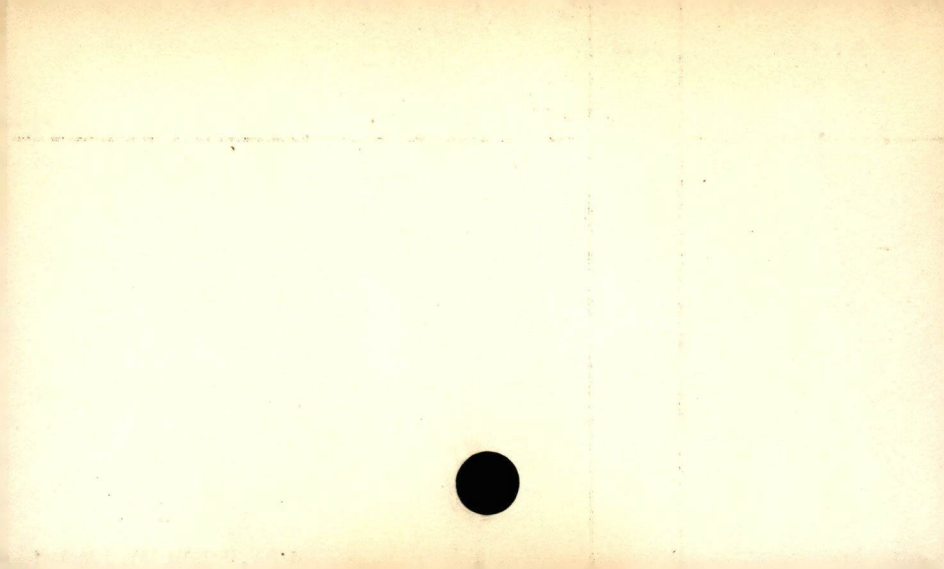
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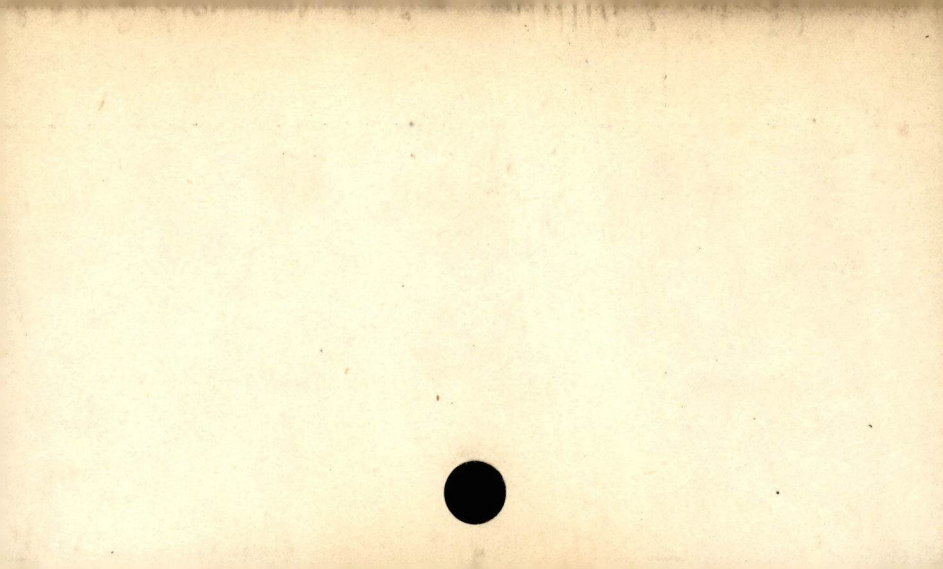
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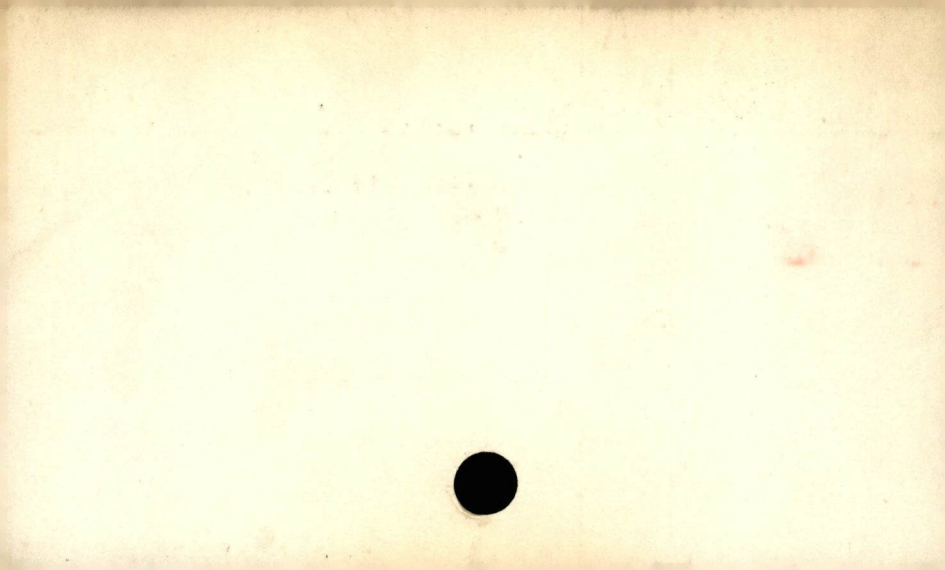
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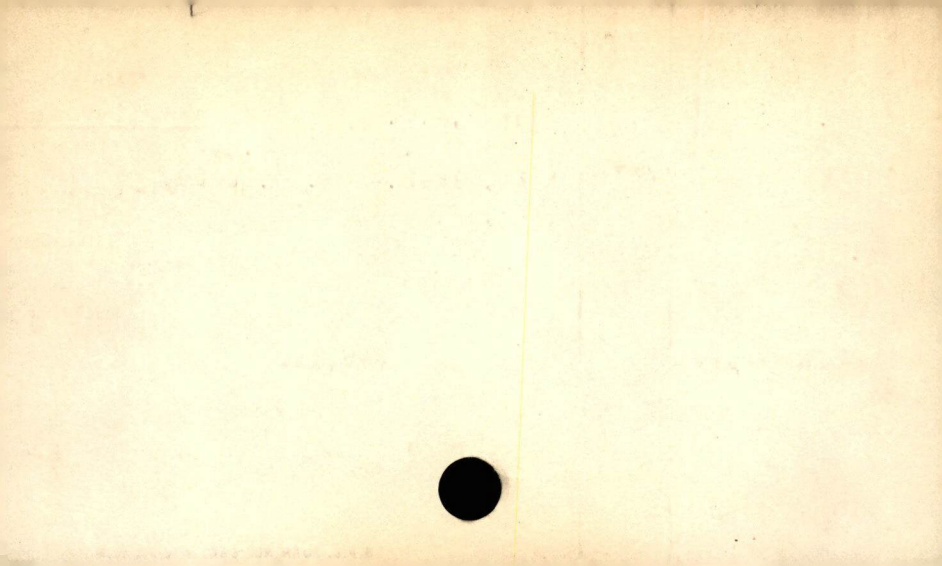
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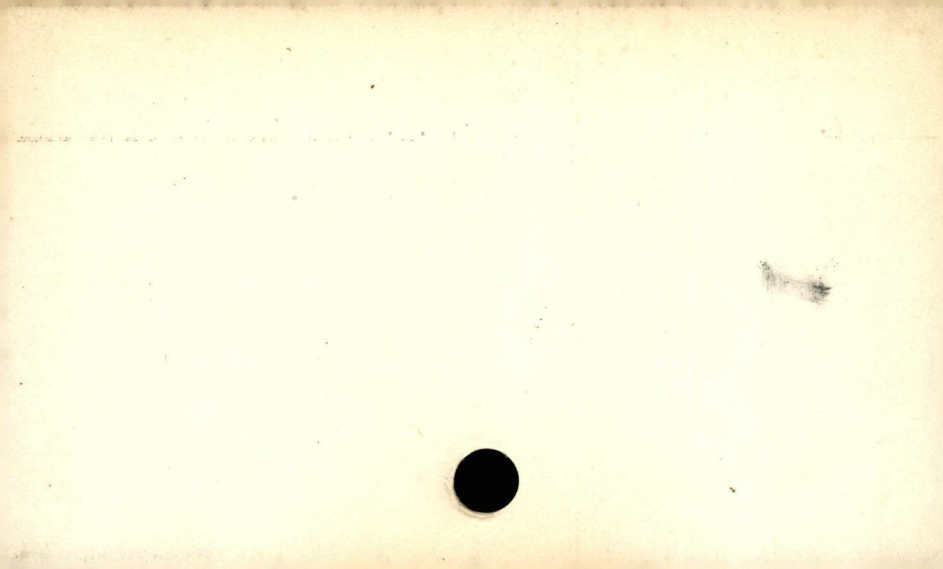
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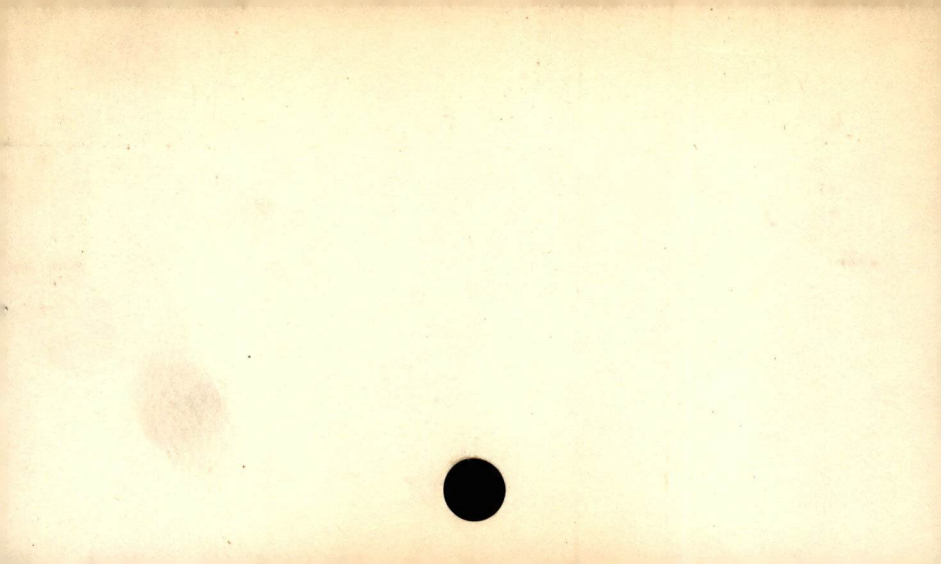
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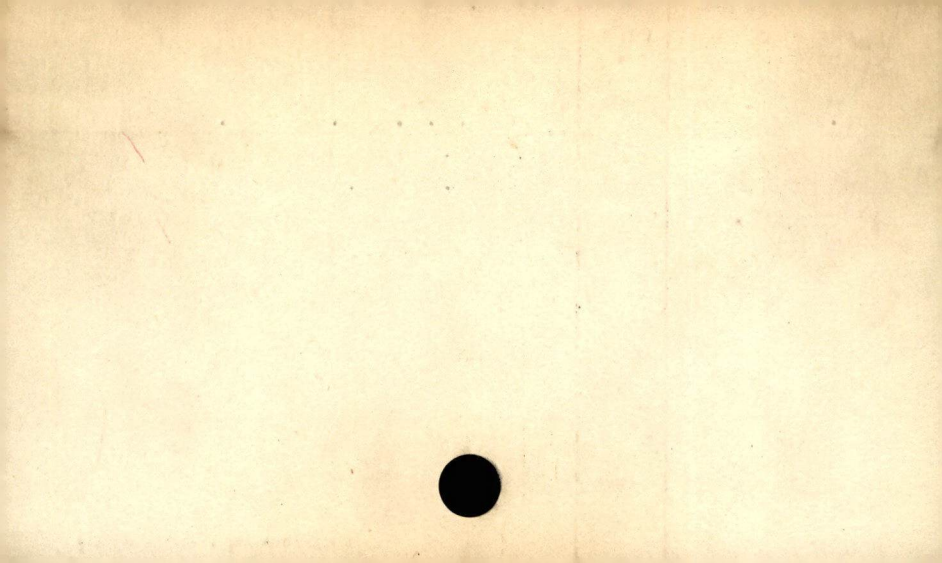
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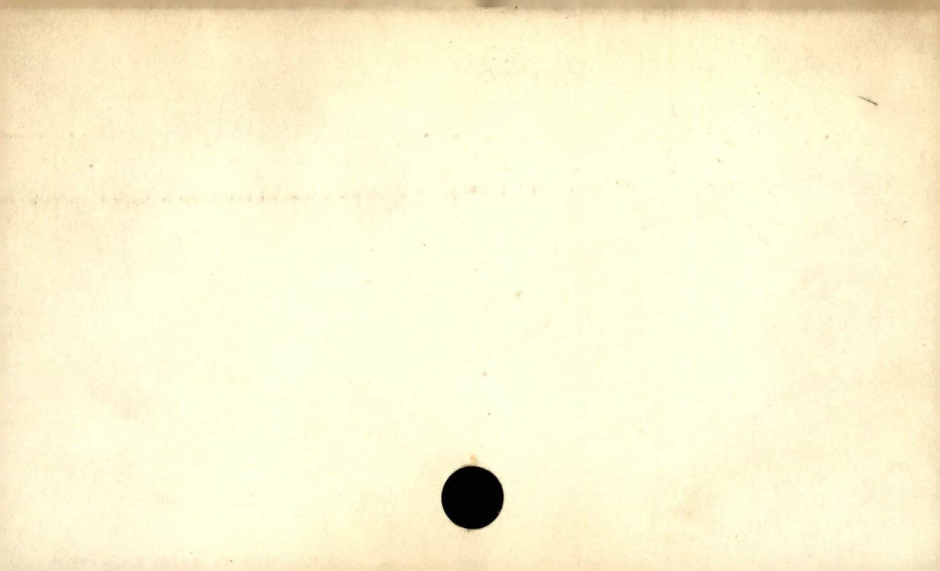
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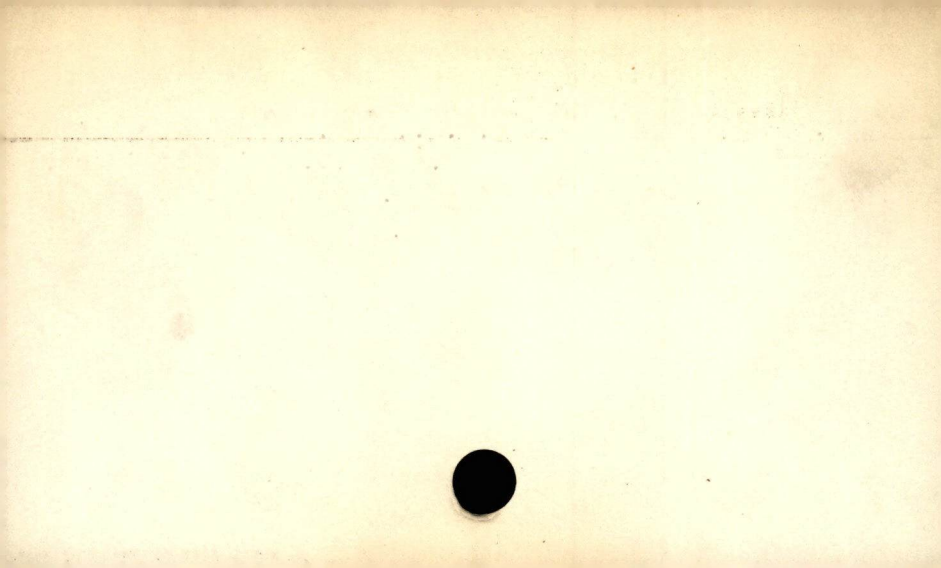
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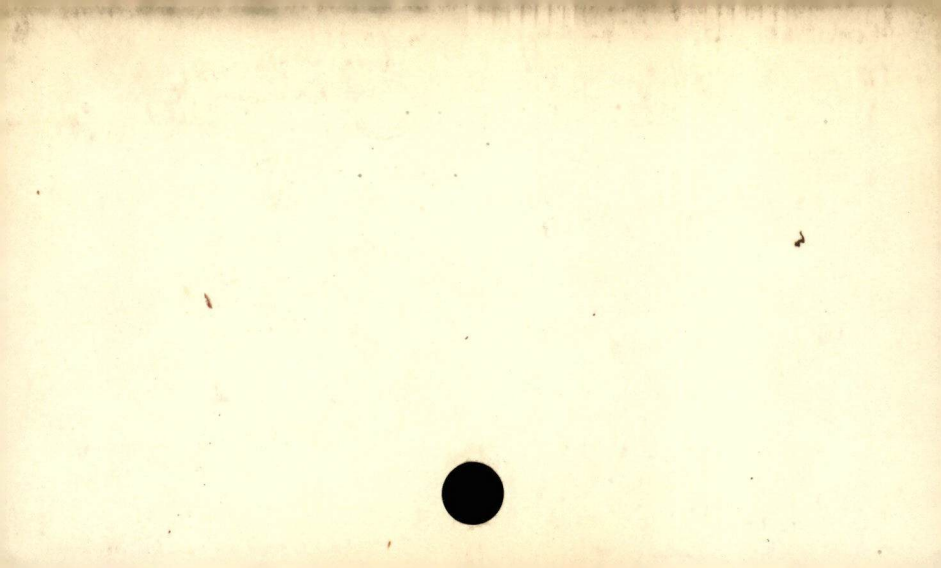
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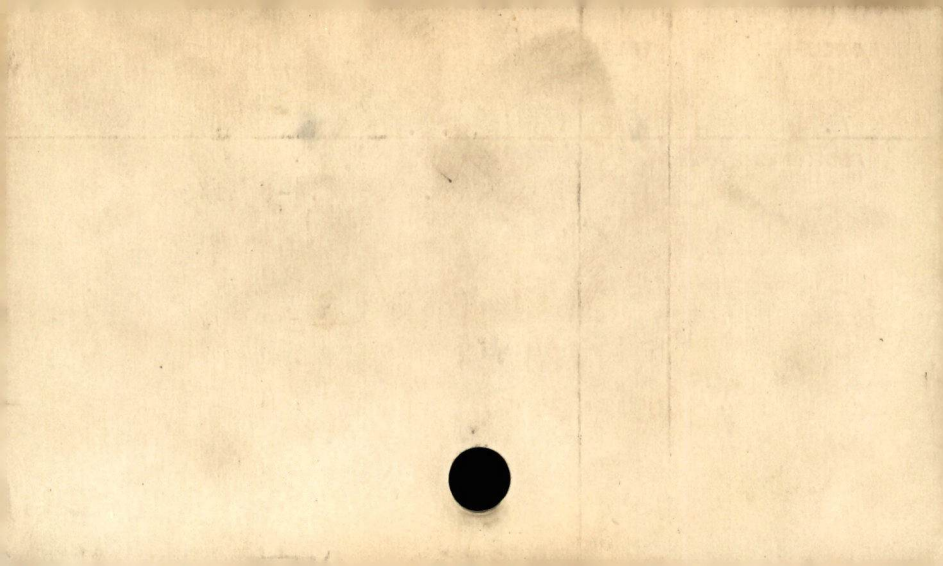
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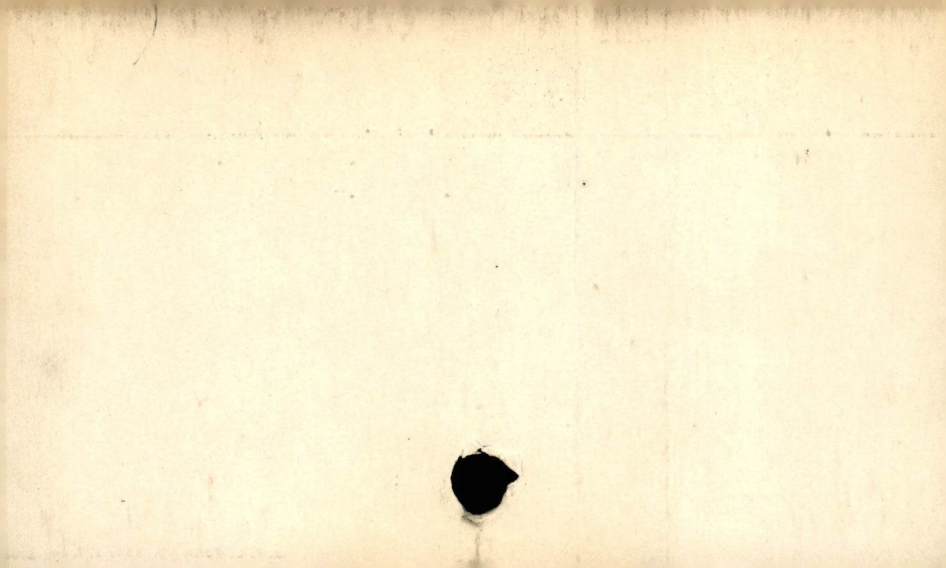
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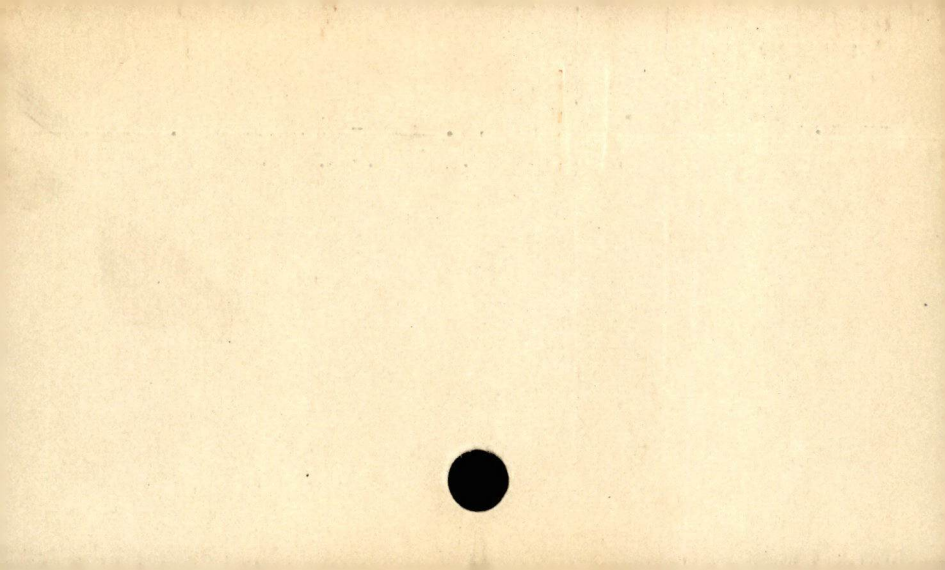
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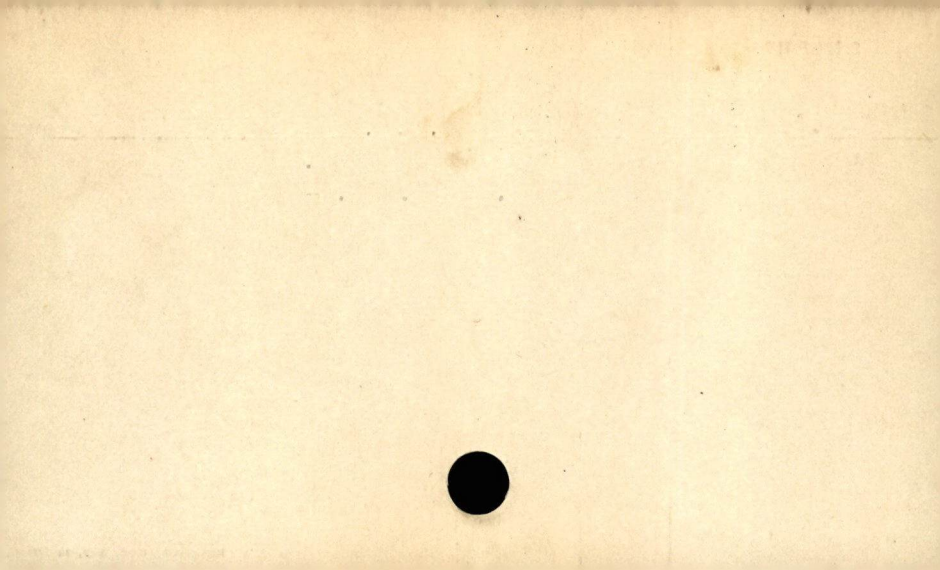
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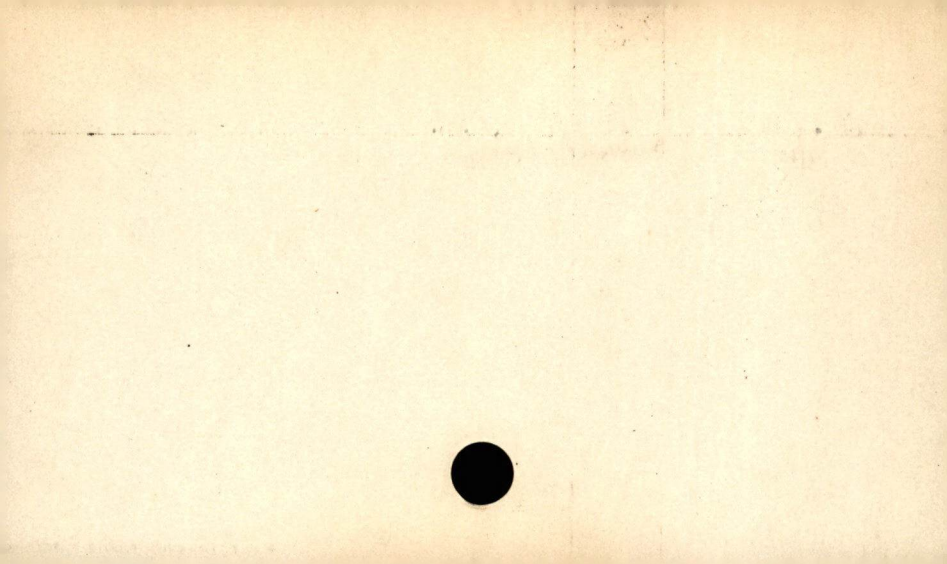
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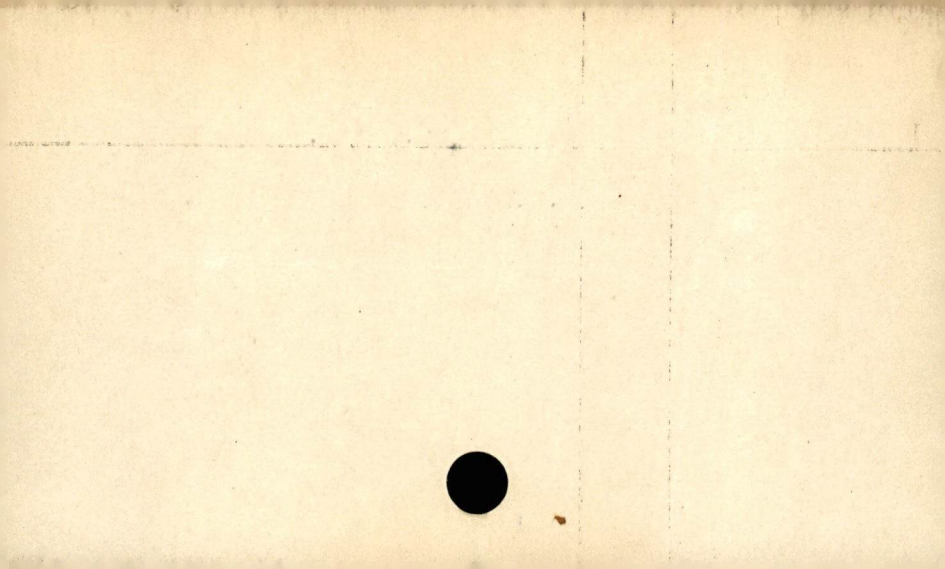
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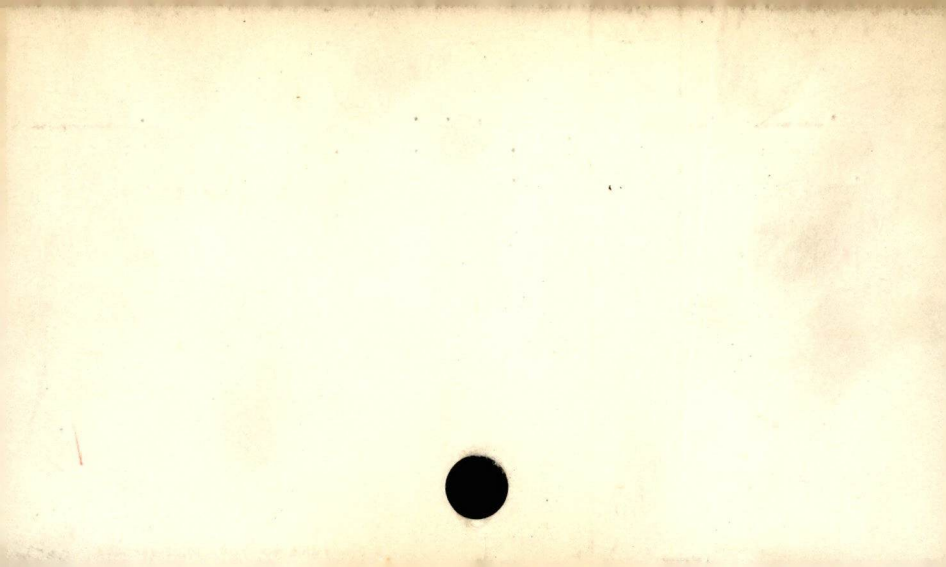
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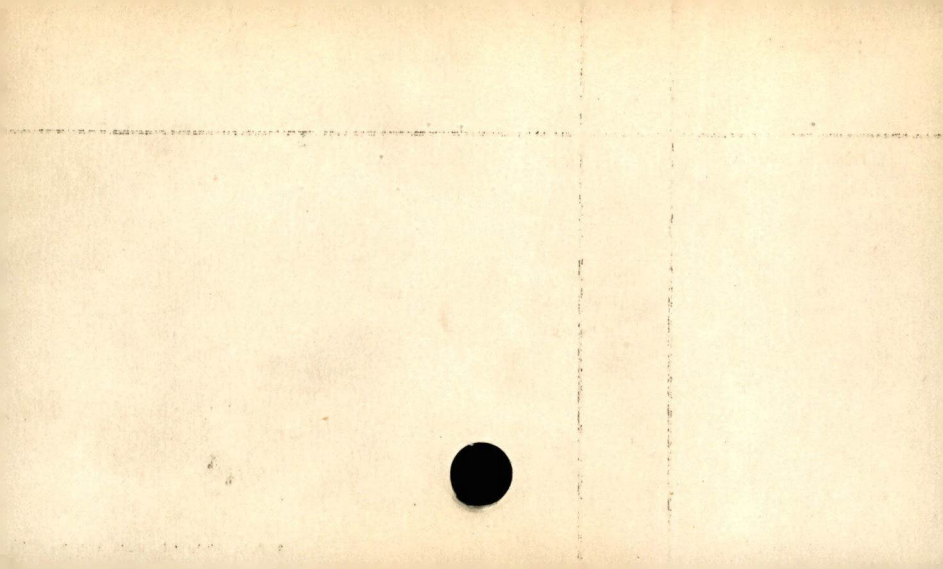
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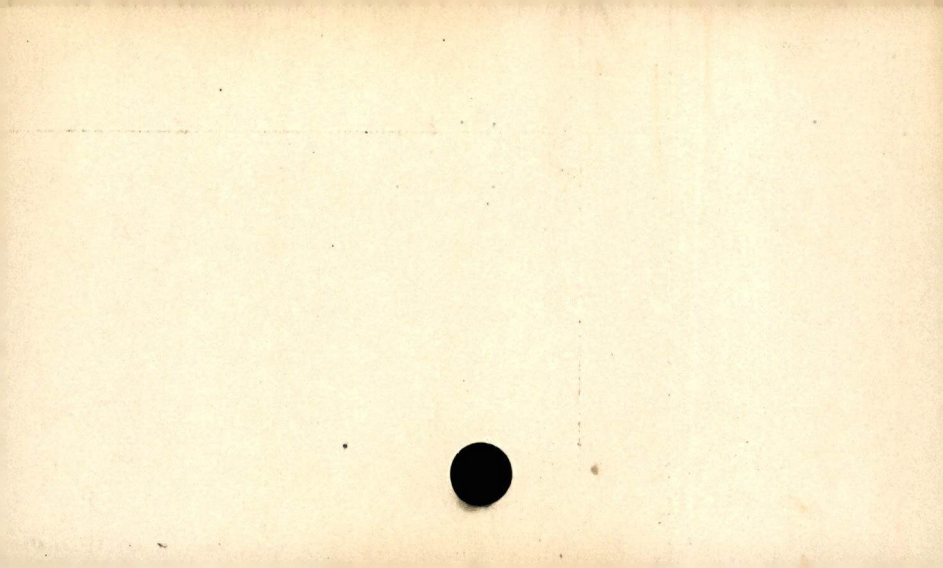
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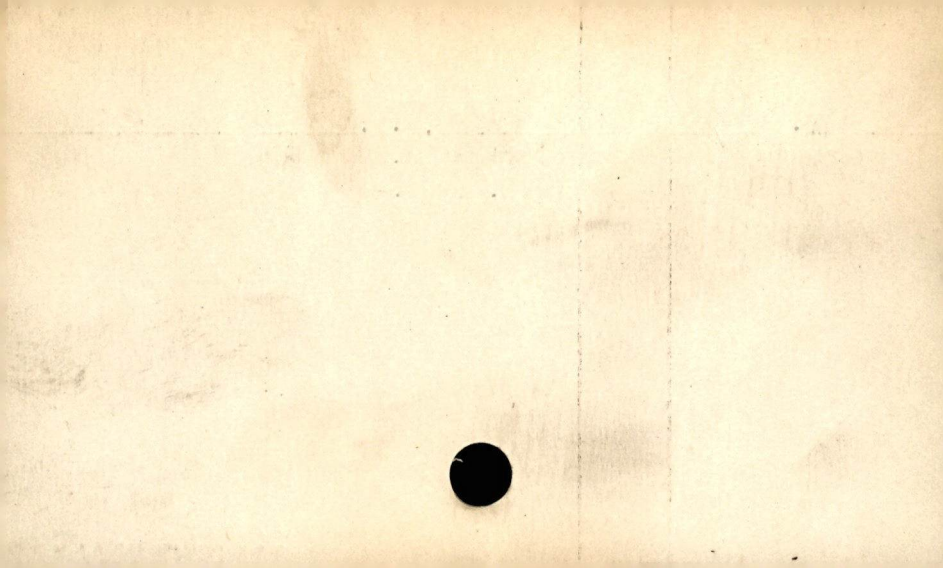
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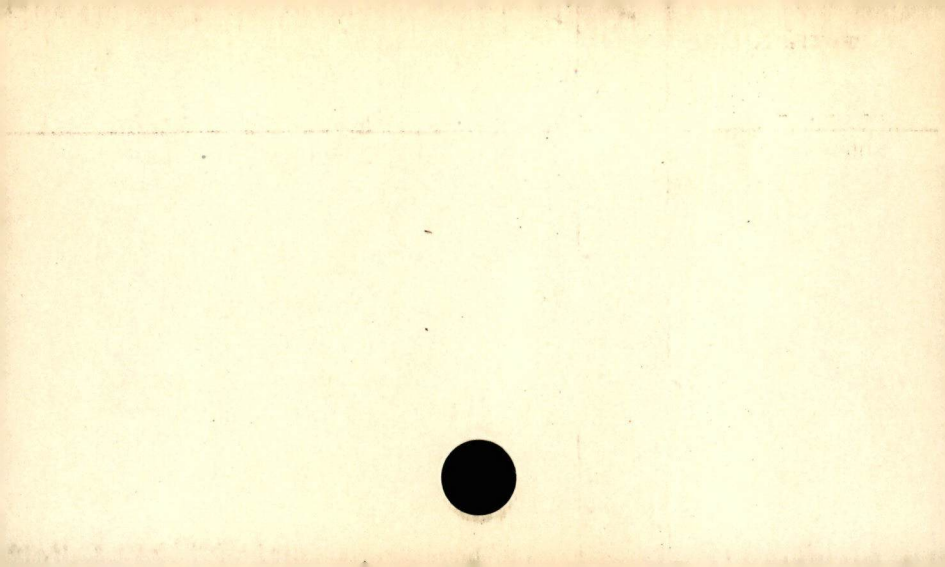
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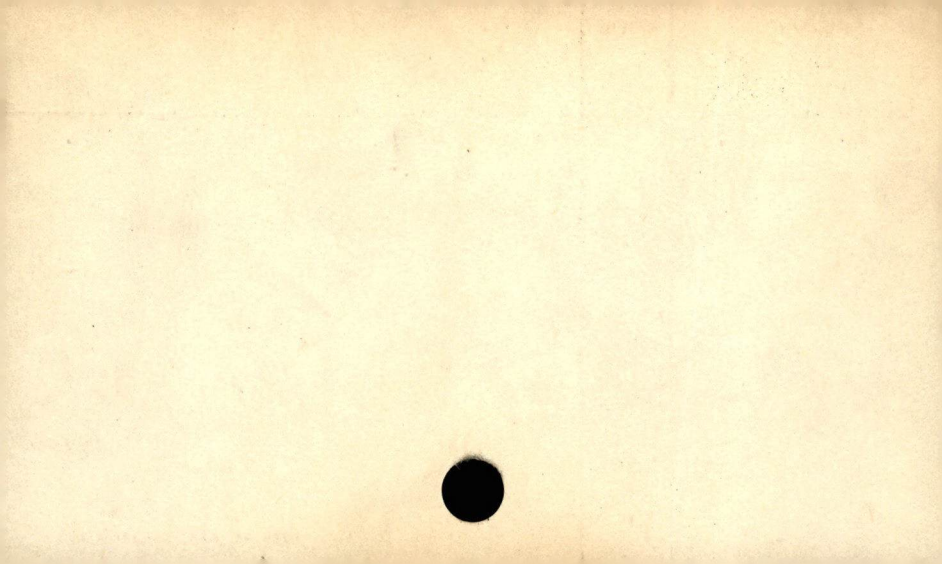
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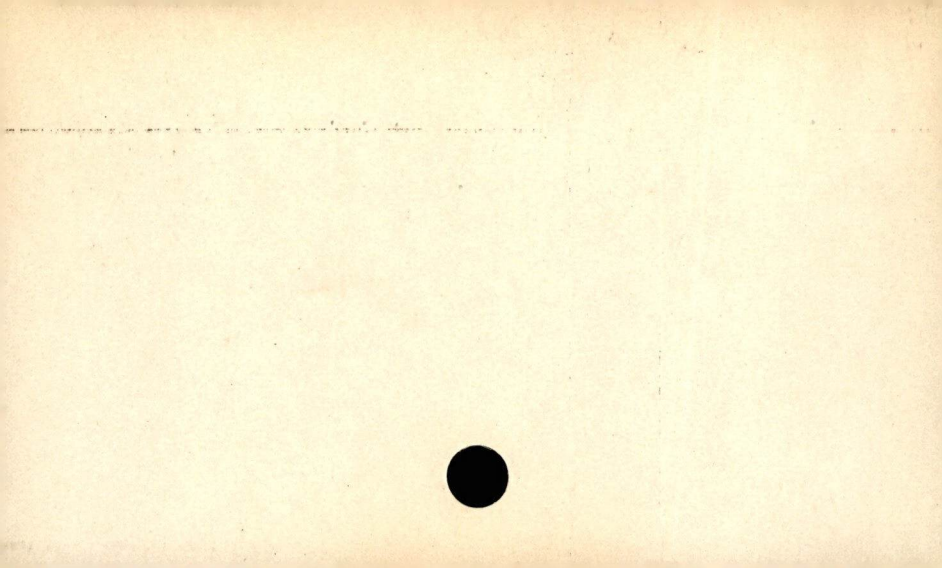
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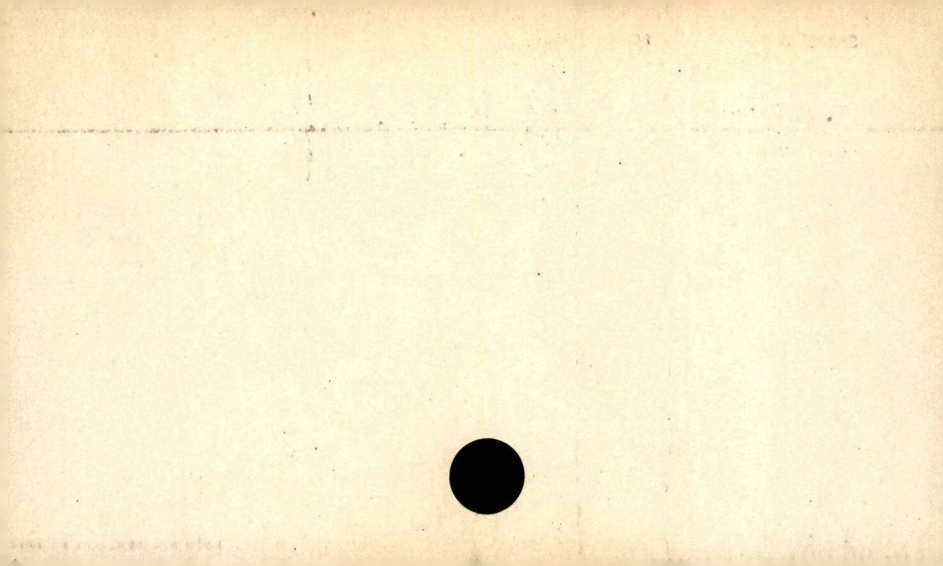
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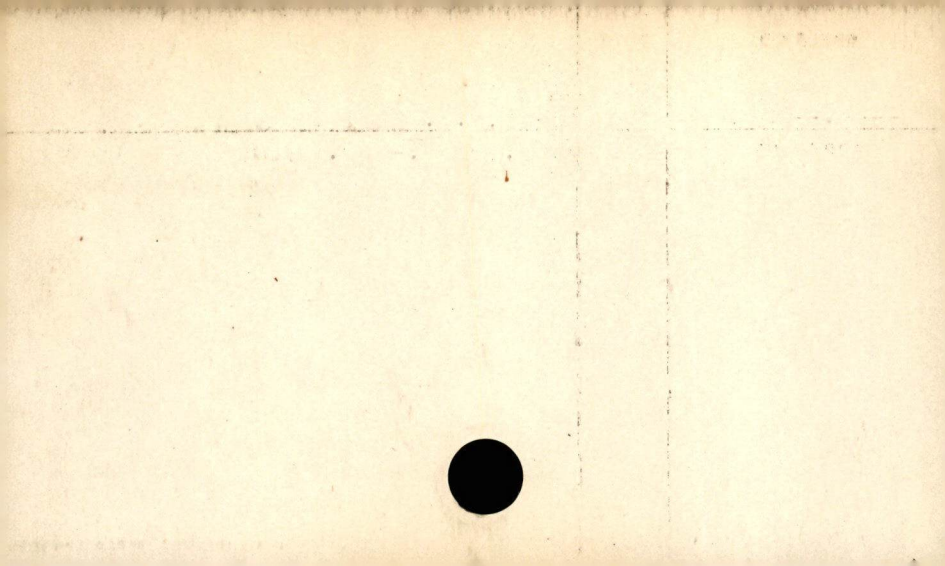
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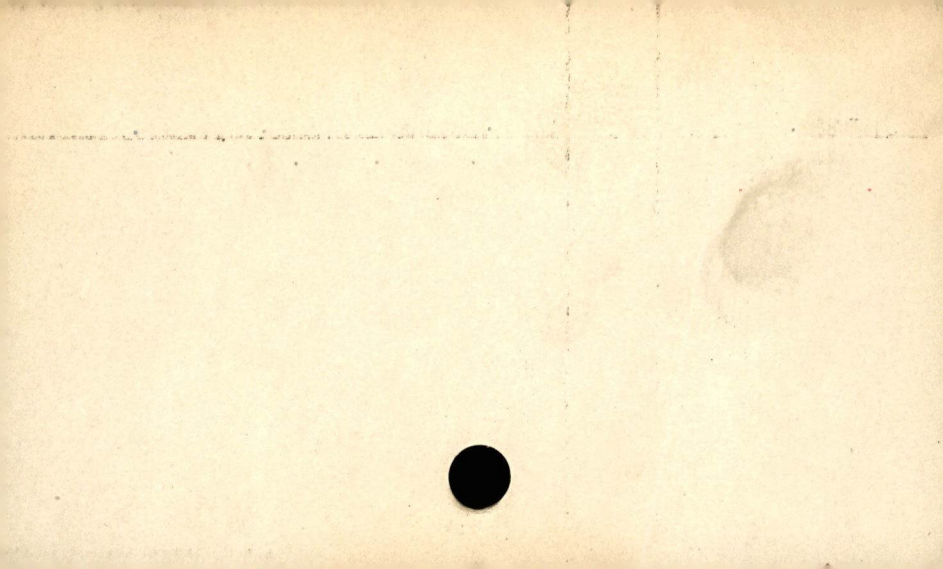
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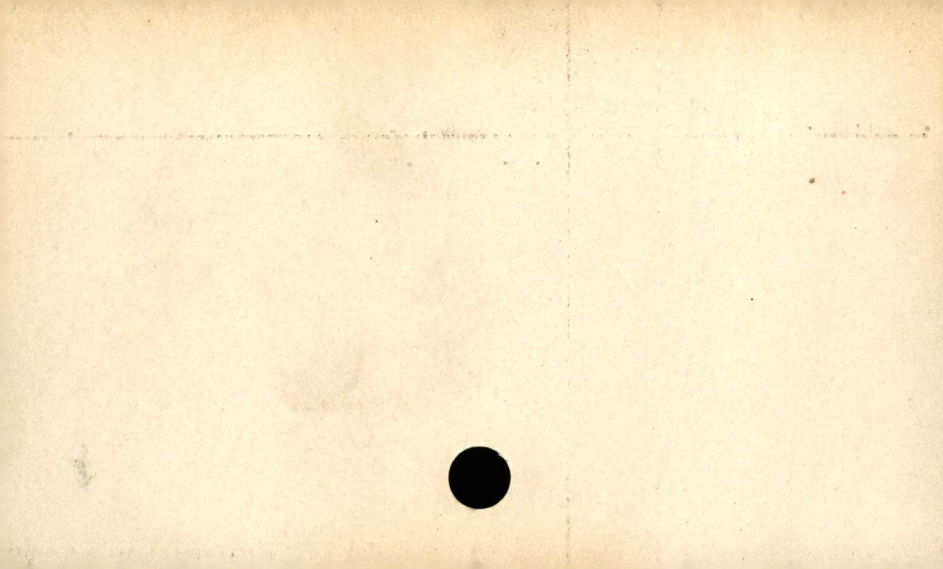
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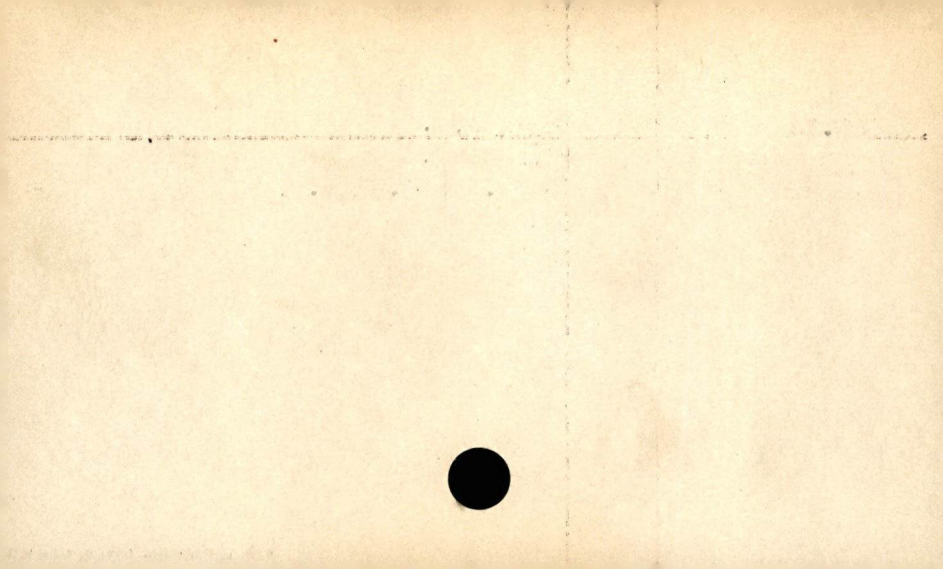
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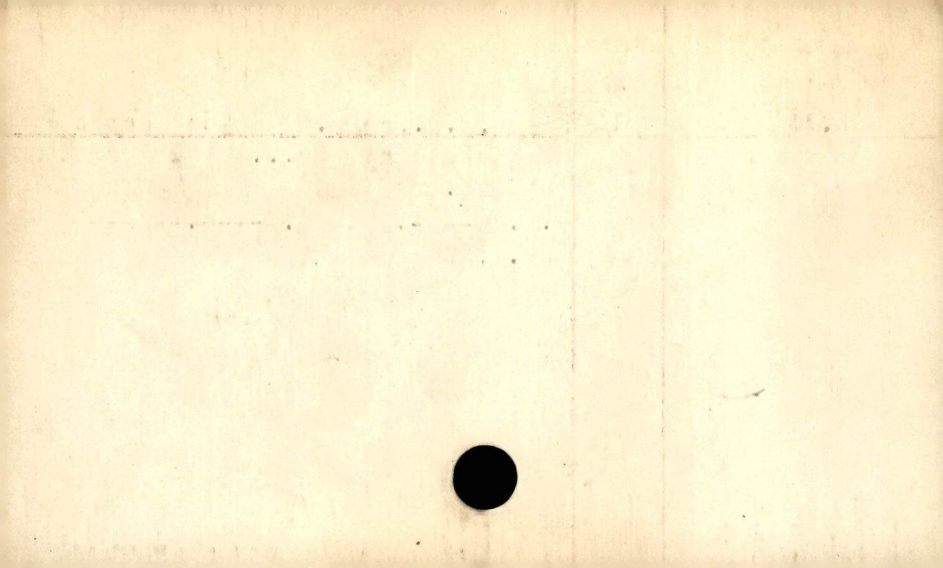
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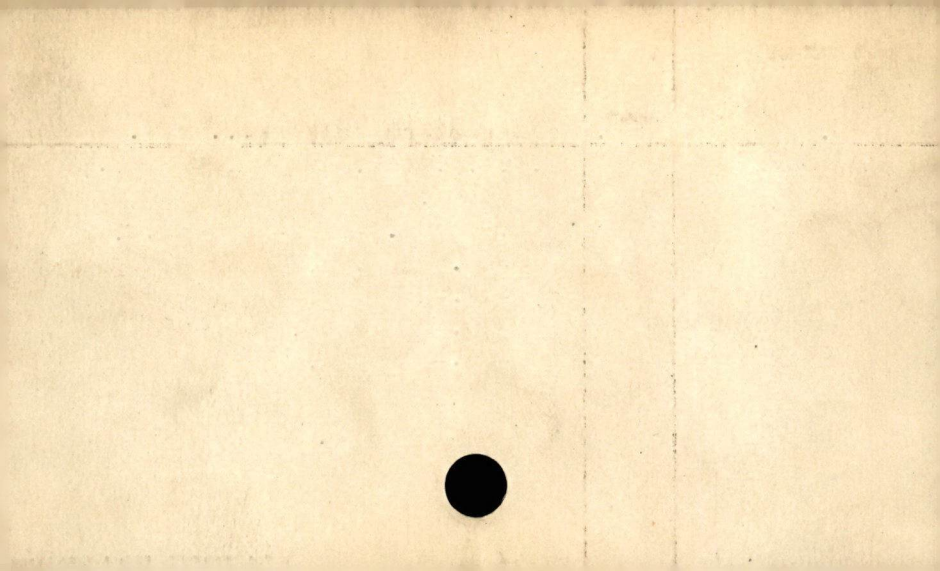
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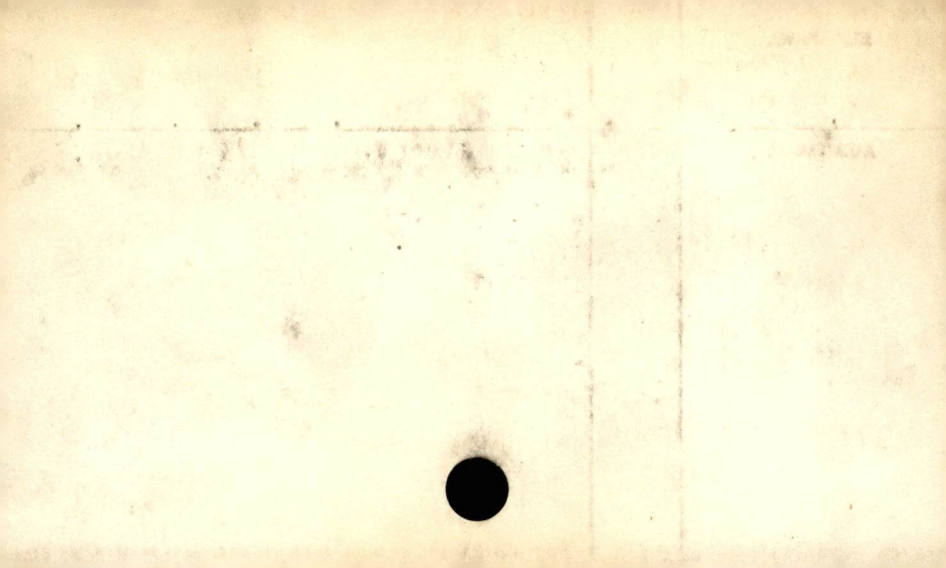
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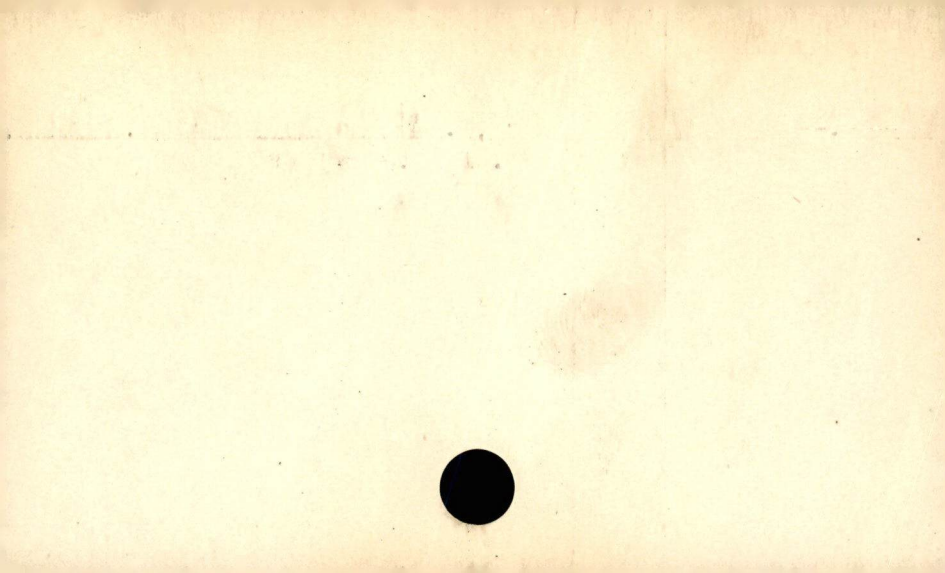
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Boston. [186-?]-8/23/02

ADDITIONS



SHELF-NO.

VOLS.

5639.37

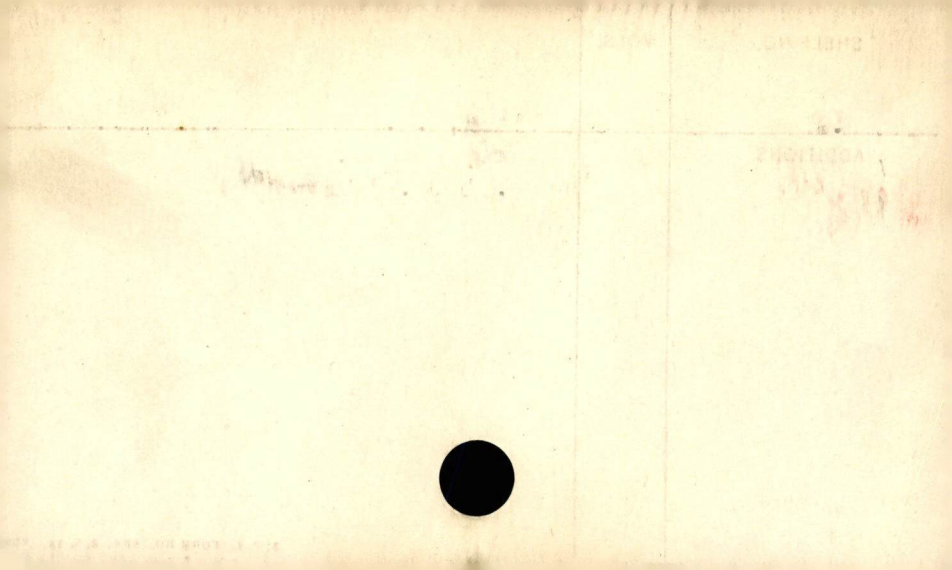
1

Garland, A. H. Experience in U. S.

ADDITIONS

Supreme court.

Wash. 1898.-1/18/99C



SHELF-NO.

VOLS.

5639.38

1

Melberg, P.L. How to sell real es-
tate.

ADDITIONS

Miss. 1928

No repl.

Cleveland. 1916.-7/25/17E

SHEET NO.

NO. 2

ADDITIONS



SHELF-NO.

VOLS.

5639.39

1

Clark, E. C. Cambridge legal studies

ADDITIONS

Camb. 1888.-4/8/99

SHELF NO.

VOL.

ADDITIONS



SHELF-NO.

VOLS.

5639.40

1

Kent, J. Lecture intro. course of
law lectures Columbia College Feb.
2, 1824.
N.Y. 1824.-27754

ADDITIONS

SHELF-NO.

VOLS.

ADDITIONS

SHELF-NO.

VOLS.

5639.41

1

Penny, V. How women can make money.

ADDITIONS

Springfield. [1879.]-113780



SHELF-NO.

VOLS.

~~5639.42~~

~~1~~

~~Picard, H.K. Copper from ore to
metal.~~

ADDITIONS

~~Lond. [1916.]-6/23/16G~~

Rem. to 8019A.454



SHELF-NO.

VOLS

5639.43

1

Lieber, F. Legal and political hermeneutics.

ADDITIONS

Bost. 1839.-2429



SHELF-NO.

VOLS.

5639.44

1

Millard, A. Wheat and its products.

ADDITIONS

Lond. 1916.-6/23/16G

Rem. to 8019A.468



SHELF-NO.

✓
VOLS.

5639.45

1

✓
Lavenas, P.C. Nouveau guide en
affaires.

ADDITIONS

Paris. [1846.]-6/4/00



SHELF-NO.

VOLS.

5639.46

1

Scott, W.D. The theory of advertising.

Bost. 1904.-10/11/04A

ADDITIONS

Cond. Aug. 30

O.P. 7/35



SHELF-NO.

VOLS.

5639.47

1

Huffcut, E.W. The elements of business law.

Miss. 1917 ✓

A

1

Bost. [1905?]-XI/6/05F
IV/12/13



SHELF-NO.

VOLS.

5639-48

1 Teller, W.P. Modern business meth-

ADDITIONS

ods.

Miss. 1930,

Chic. [1912.]- (8/27/12F

No repl.



SHELF-NO.

✓
VOLS.

5639.49

1

Schroeder, T.A. Paternal legislation

ADDITIONS

N.Y. 1906.-6/25/06



SHELF-NO.

✓
VOLS.

5639.50

1

Bishop, W.G. Short course in busi-
ness training.
Chic. 1919.-10/29/20C

ADDITIONS



SHELF-NO.

VOLS.

5639.51

1

Balmer, E., etc. The science of advertising.

ADDITIONS

N.Y. 1910.-9/10/10A
(11/22/11T)

Missing 1962

A

1

No repl.



SHELF-NO.

VOLS.

* 5639.52

1

Scott, W.D. The psychology of advertising.

Bost. 1908.-10/26/10P

SHELF-NO.

VOLS.

5639.53

10

Business man's library.

ADDITIONS

v.3 Mess.4/19

v.7 Miss.1923

Chic. 1910, 11. (11/11/10L)

v.2(11/11/10L)

v.3(11/11/10L)

v.4(6/5/18F)

v.5(11/11/10L)

v.6(6/5/18F)

v.7(11/11/10L)

v.8(11/11/10L)

v.9(11/11/10L)

v.10(11/11/10L)

(See next card)



SHELF-NO.

VOLS.

5639.53

10

ADDITIONS A

10

v.4A Mess.4/31^v

v.1(12/9/18C)

v.2(6/5/18F)

v.3(12/9/18C)

v.4(12/9/18C)

v.5(12/9/18C)

v.6(12/9/18C)

v.7(6/5/18F)

v.8(12/9/18C)

v.9(12/9/18C)

v.10(12/9/18C)



SHELF-NO.

VOLS.

5639.54

3

Business man's library.

v.6 ADDITIONS ✓
Miss. 1912

3,5 - Missing 1962

No repl.

A

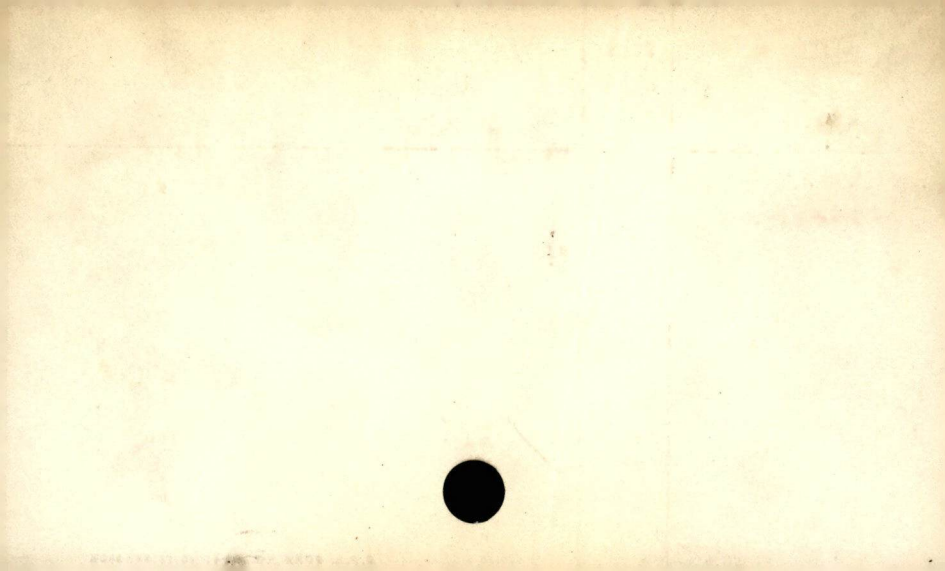
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Chic. 1905.-v.3(4/10/22G)

v.5(6/25/06N)

v.6(6/27/06C)

v.5(4/10/22G)



SHELF-NO.

VOL^S.

5639.55

10

Business man's library.

ADDITIONS

v.1 Mess.10/24✓

v.4 Miss.1922✓

v.5 Miss.1919✓

v.9 Cond.8/47A✓

1

Chic. 1907.-v.1,2(6/7/11D)

v.3(4/10/22G)

v.4-10(6/7/11D)

v.2(6/21/07I)



SHELF-NO.

VOLS.

5639.56

1

Woods, C.E. Organizing a factory.

ADDITIONS

Chic. 1905.-3/27/06C

Miss.1921



SHELF-NO.

VOLS.

5639.57

1

Crissey, F., etc. Handbook of business correspondence.

ADDITIONS

Miss. 1930

No repl.

Chic. 1908. - ~~18/14/14~~ 8/20/19A



SHELF-NO.

VOLS.

~~-5639.58~~

1

Read, H.E. Read's Salesmanship.

ADDITIONS

Chic. [~~1910.~~] 1925.-~~10/6/15B~~
3/29/30I

Miss. 1931 ✓
No repl.



SHELF-NO.

VOLS.

5639.59

1

Woodbury, M.H. Practical business

ADDITIONS

hints.

Salem. 1910.-(1/18/11Q)



SHELF-NO.

VOLS.

5639.60

1

Goodwin, F.E. Cost accounting path
finder.

ADDITIONS

St. Louis. 1910.-2/2/11G

Mess. Oct. 27

No repl.



SHELF-NO.

VOLS.

5639.61

1

Baughman, H. Buyer and seller cost
tables.

ADDITIONS

Indianapolis. 1914.-(5/19/14I)

~~Miss. 1933~~



SHELF-NO.

VOLS.

~~5639.62~~

1

Cassell, R.J. The art of collecting.

ADDITIONS

N.Y. 1916.-12/29/17F

B.H.R.Miss.1919

O.P.Jul.



SHELF-NO.

VOLS.

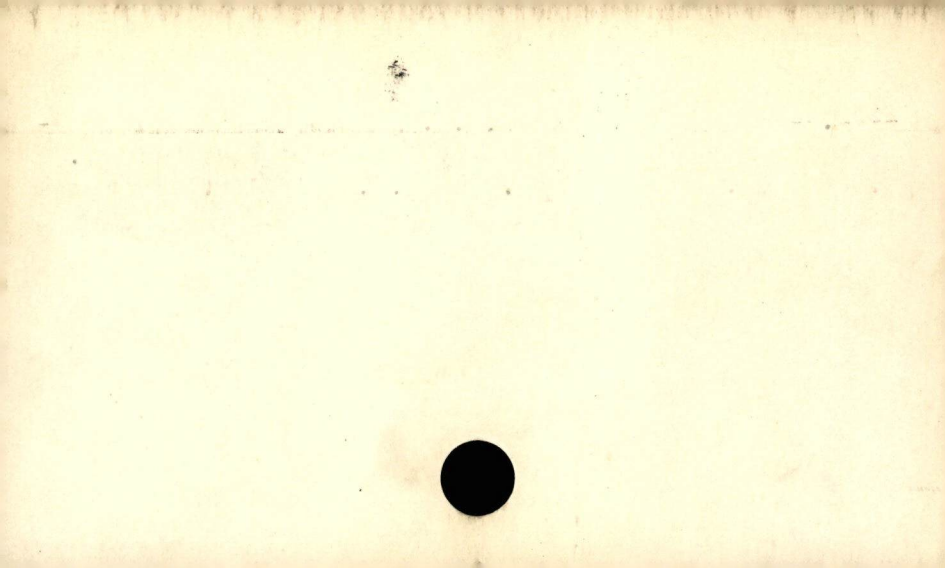
5639.63

1

Moore, A.S. Linen from the raw ma-
terial to the finished product.
Lond. [1914.].-5/10/15Z

ADDITIONS

Rem. to 8019A.458



SHELF-NO.

VOLS.

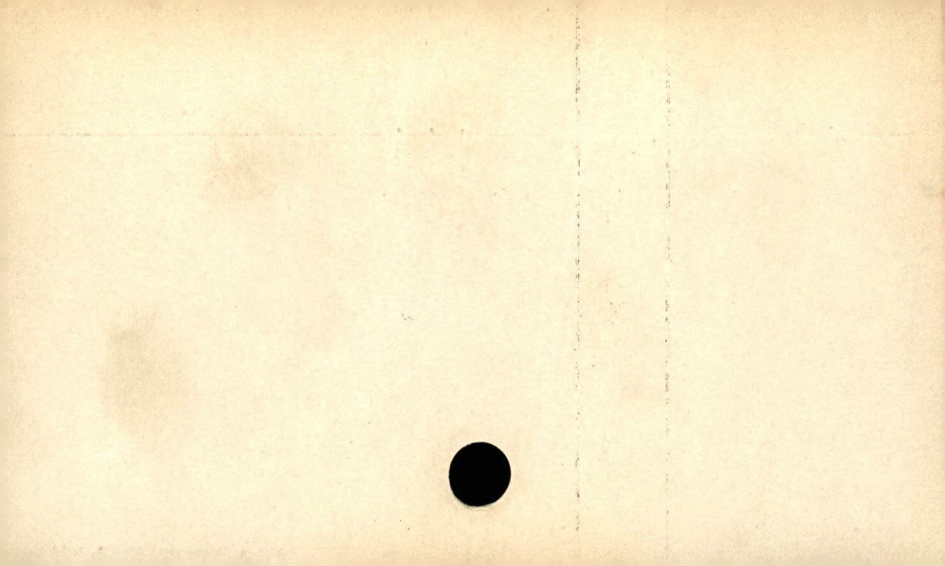
~~5639.64~~

1

Adcock, K.J. Leather from the raw
material to the finished product.
Lond. [1915?]-12/23/15B

ADDITIONS

Rem. to 8019A.457



SHELF-NO. _

VOLS.

~~5639.65~~

1

Mitchell, C.A. Oil: animal, vegetable, essential and mineral.
Lond. [1910?]-1/15/11G

ADDITIONS

Rem. to 8019A.459

SHELF-NO.

VOLS.

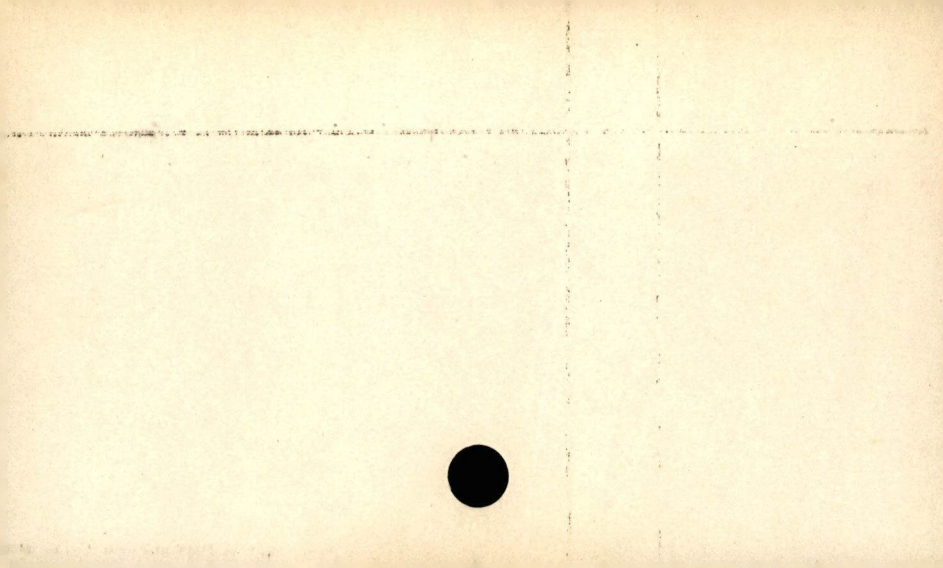
5639.66

1

Curtis Pub.Co. Selling forces.

ADDITIONS

Phila. 1913.-10/28/13



SHELF-NO.

VOLS.

5639.67

1

Casson, H.N. Ads and sales.

ADDITIONS

Chic. 1918.-4/14/20D

Miss. 1922

O.P. Aug. 29



SHELF-NO.

VOLS.

5639.68

1

Fowler, N.C. Practical salesman-
ship.

ADDITIONS

Miss. 1925

No repl.

Bost. 1911.-4/18/11I



SHELF-NO.

VOLS.

5639.69

1

Judson, H.P. Higher education as a
training for business. 2ed.
Chic. 1911.-3/25/11P

ADDITIONS



SHELF-NO.

VOLS.

5639.70

1

Cherrington, P.T. Advertising as a

ADDITIONS

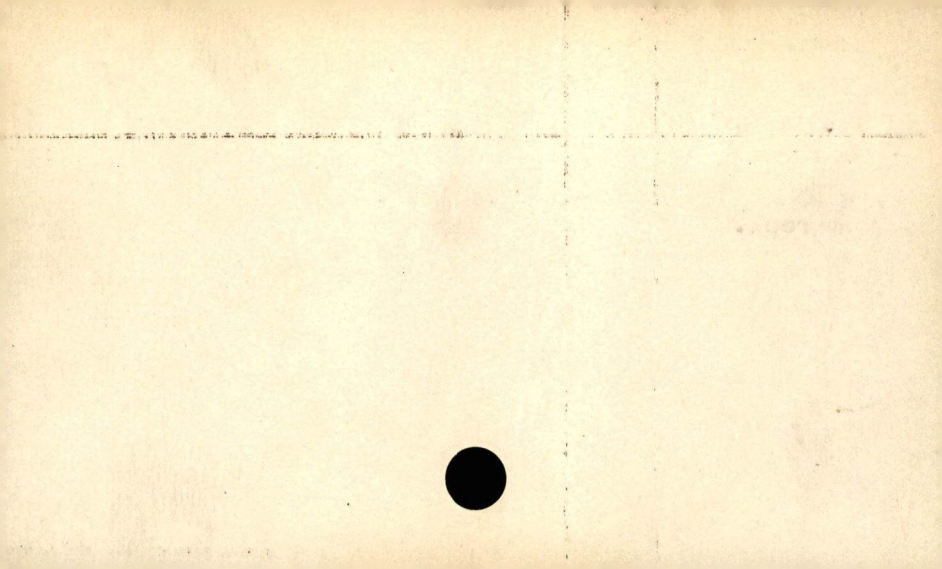
business force.

[N.Y.] 1919.-8/28/19E

(10/7/20B)

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1



SHELF-NO.

✓
VOLS.

5639.71

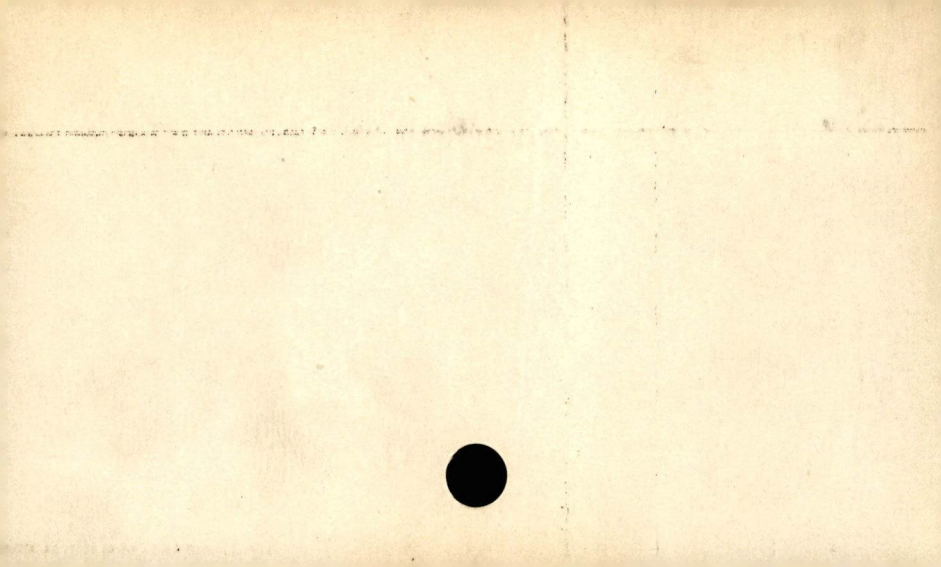
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✓
Cherrington, P.T. Advertising as

ADDITIONS

a business force.

[N.Y.] 1916.-5/13/18H



SHELF-NO.

VOLS.

5639.72

1

Gilbreth, F. B. Motion study.

ADDITIONS

N.Y. 1911.-3/25/11C

Rem. to 8039A.177



SHELF-NO.

VOLS.

5639.73

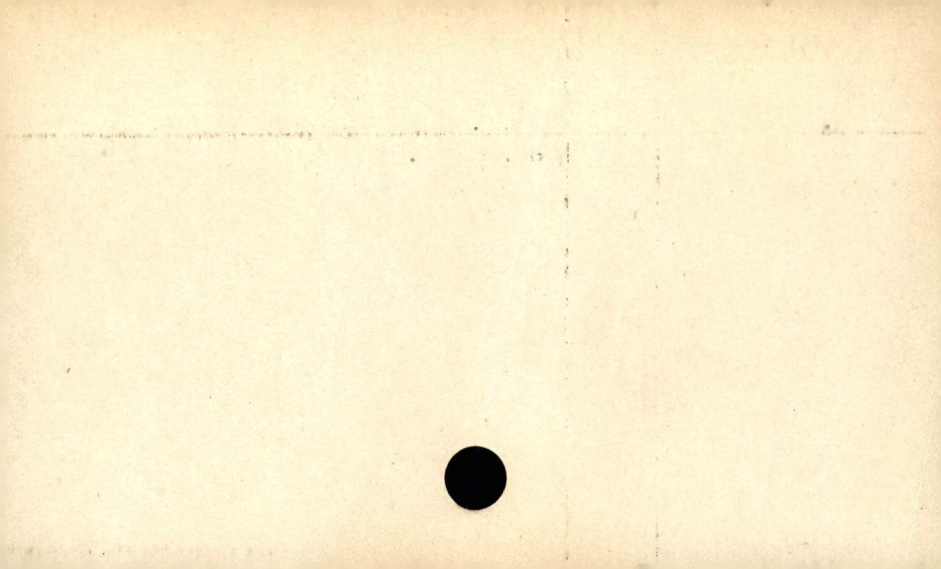
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Day.C. Industrial plants.

ADDITIONS

N.Y. 1911.-4/7/11D

Rem.to 8039A.172



SHELF-NO.

VOLS.

5639.74

1

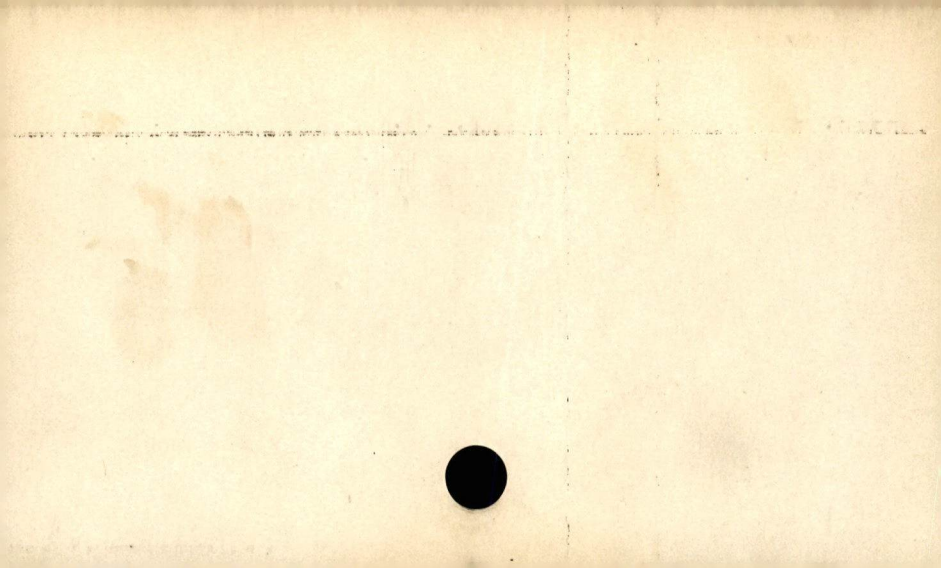
Holman, W.C. Ginger talks.

ADDITIONS

Libertyville. 1912 Area [1910.]-
7/10/13D 8/27/24F

Mess. Aug./29 ✓

No repl.



SHELF-NO.

VOLS.

~~5639.75~~

1

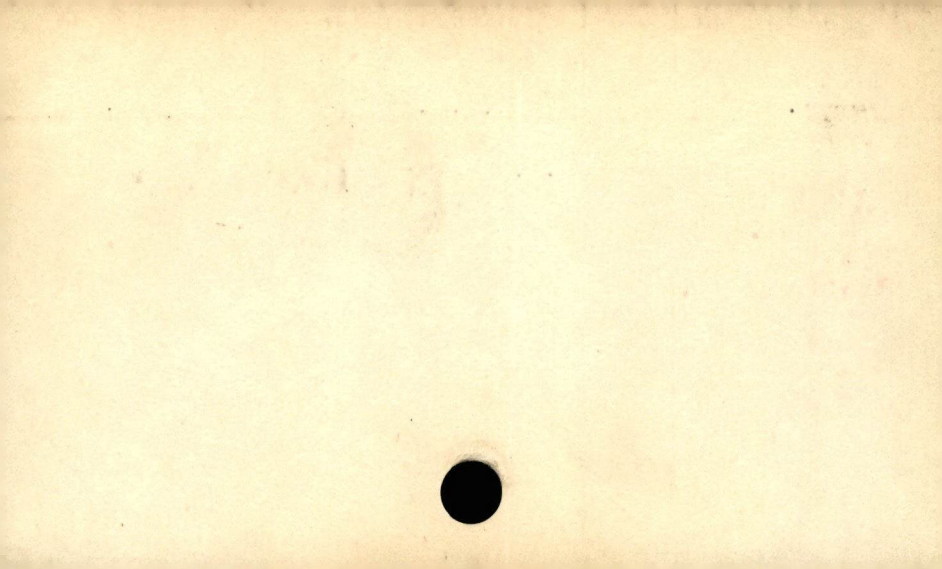
Scott, W.D. Increasing human efficiency in business.

ADDITIONS

N.Y. 1911.-11/13/11D

1923.-12/12/24I

Lost 6/36
No repl.



SHELF-NO.

VOLS.

~~5639.76~~

1

Muensterburg, H. Psychology and
industrial efficiency.

ADDITIONS

Cond. II/44

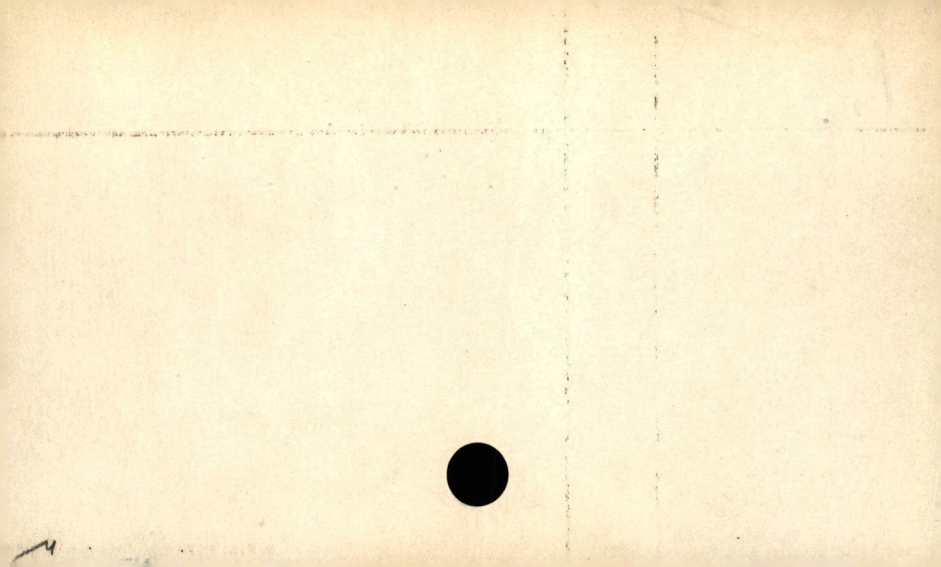
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1

Bost. 1913.-~~2/1/13X~~ 3/6/16E
(2/27/13H)

Rem. to

BF56.M82 1913



SHELF-NO.

VOLS.

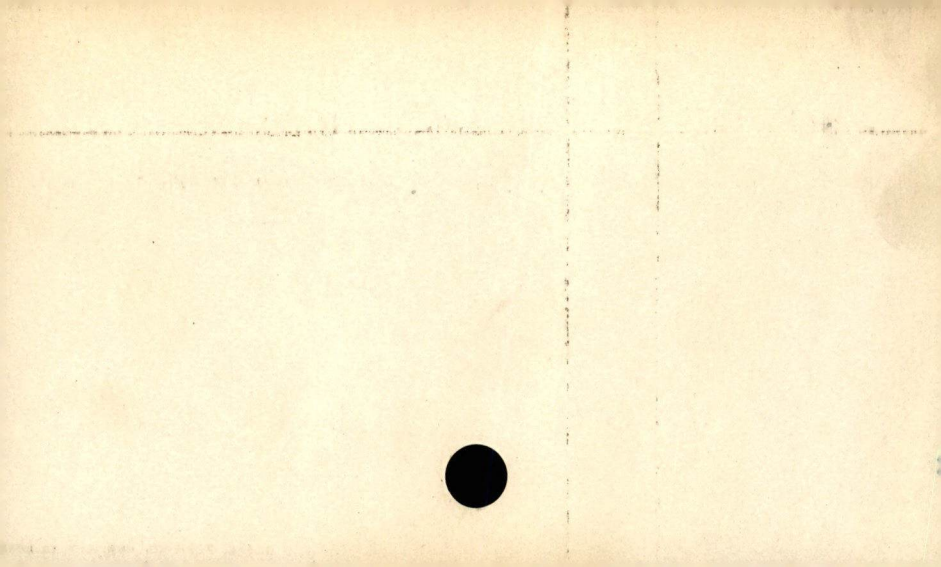
5639.77

1

Escher, F. E. Elements of foreign
exchange.

ADDITIONS

N. Y. 1911.-3/30/11T



SHELF-NO.

VOLS.

5639.78

1

Hoyt, C.W. Scientific sales management.

ADDITIONS

Miss. 1928 ✓

A

1

New Haven. 1913.-5/30/14F 4/2/13G
(5/19/16I) (4/6/14C)
(5/19/16I)



SHELF-NO.

VOLS.

~~5639.79~~~~1~~~~Haddock, F.C. Business power.~~

ADDITIONS

Meriden. 1912.-9/12/12H

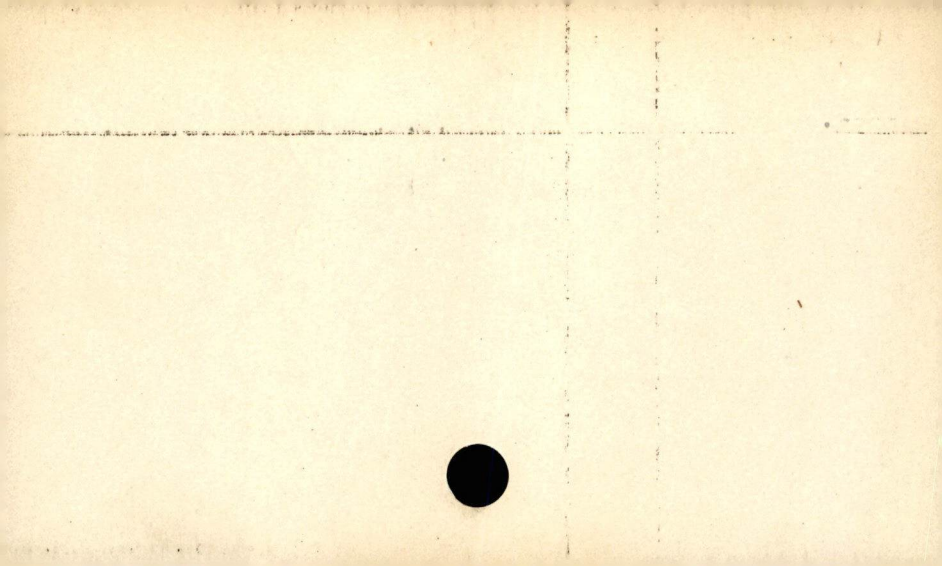
Cond. Sept. 33

Miss. A

1

(4/6/14G)

No repl.



SHELF-NO.

VOLS.

~~5639.80~~

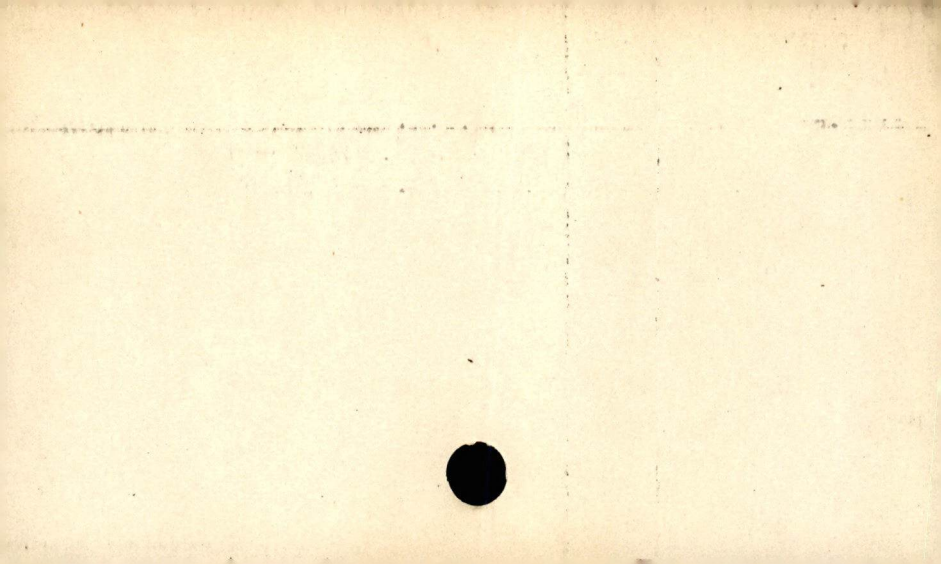
1

Hough, B.O. Elementary lessons in
exporting.

N.Y. 1909.-4/7/11D

ADDITIONS

Mess. July 10.



SHELF-NO.

VOLS.

5639.81

1

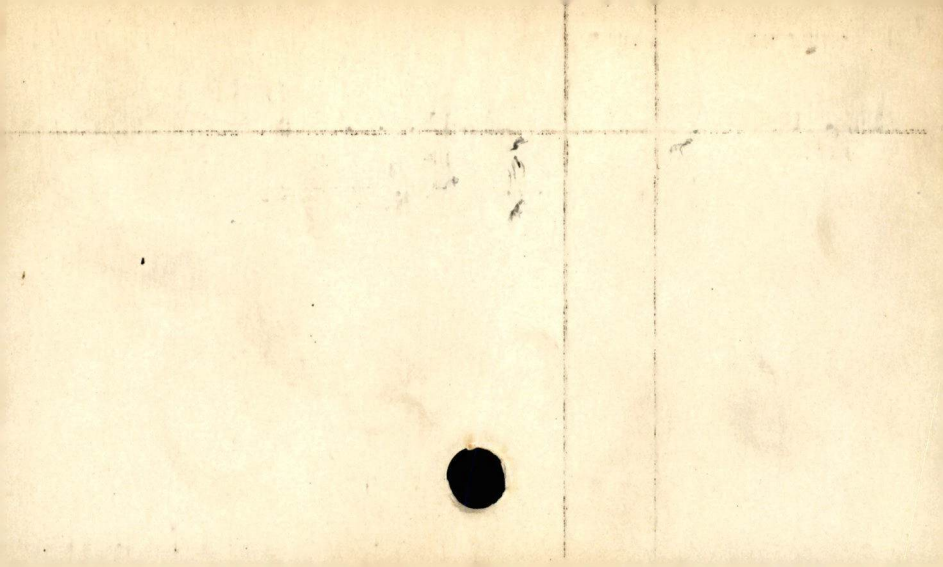
Stockwell, H.G. Essential elements
of business character.

ADDITIONS

N.Y. [1911.] - ~~10/30/16A~~ 6/21/24A
(10/30/16A)

A

1



SHELF-NO.

VOLS.

5639.82

3

Montgomery, R. H., ed. The Am. business manual.

ADDITIONS

[N.Y. 1911.] - ~~7/3/11~~ 1/20/26



SHELF-NO.

VOLS.

~~5639.83~~

1

~~Haddock, F.C. The will in salesman-~~
~~ship.~~

ADDITIONS

Mess. June 28

A

1

Minneapolis. [1911.]-11/12/20J
(4/6/14C)

O.P. Aug. 29

Miss. 1926



SHELF-NO.

VOLS.

5639.84

1

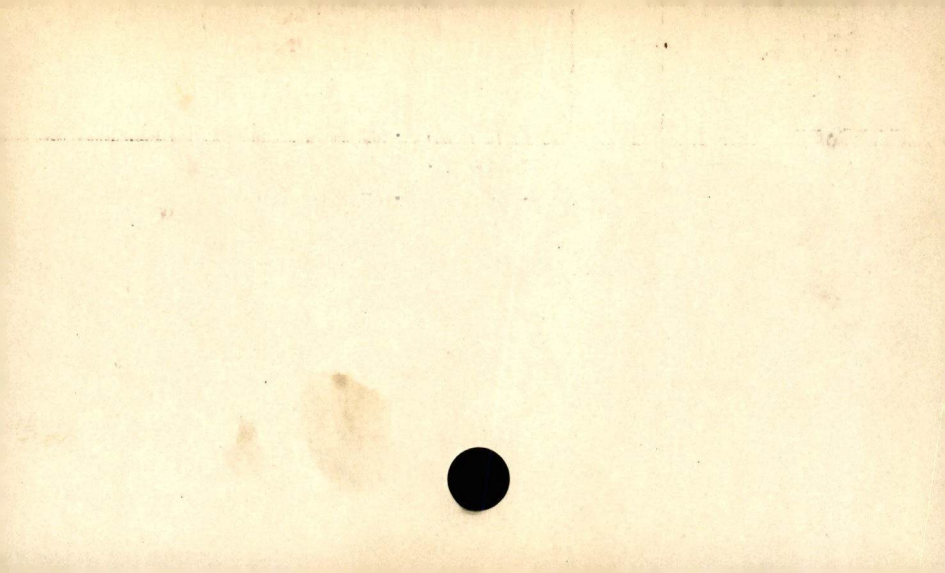
Hirchler, D. The art of retail
selling.

ADDITIONS

Miss. 1926

No repl.

[N.Y. 1909.]-5/3/11A



SHELF-NO.

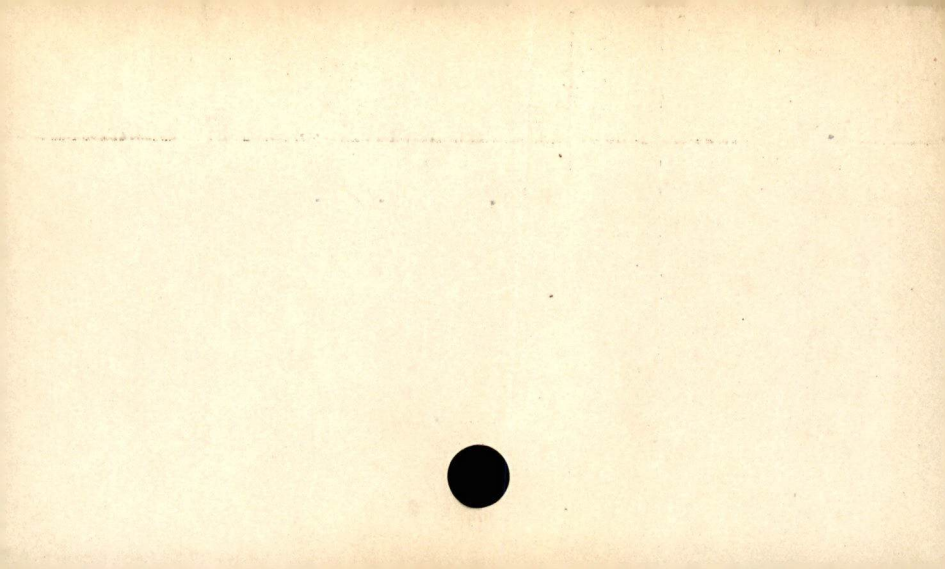
VOLS. ✓

5639.85

1

Addressograph Co. The short cuts
to money making methods.
Chic. [1910.]-G.32 4/12/11

ADDITIONS



SHELF-NO.

VOLS. ✓

5639.86

1

Farrington, F. Store management

ADDITIONS

complete.

Chic. [1911.]-10/16/19B



SHELF-NO.

VOLS.

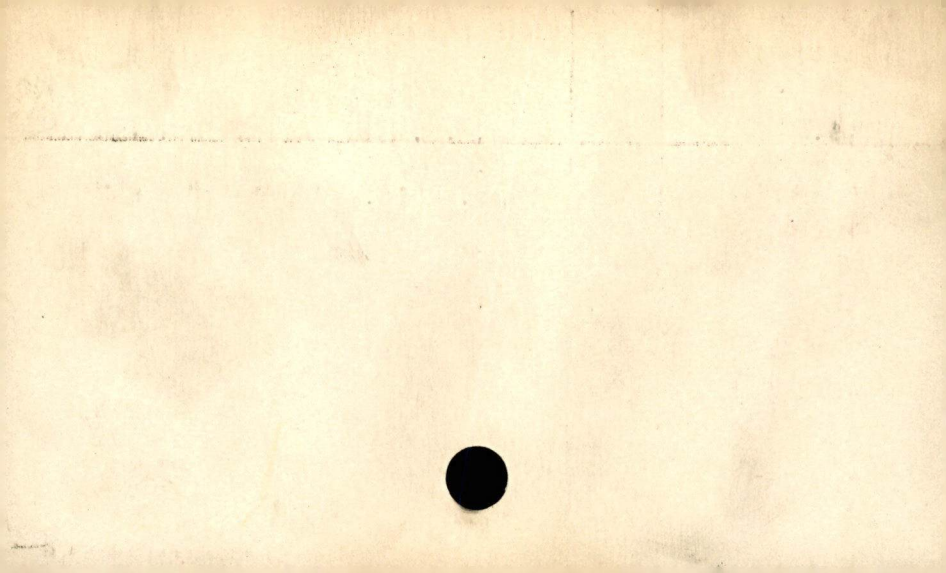
5639.87

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Gould, M. P. Where have my profits
gone?

ADDITIONS

Elmira. 1912.-6/29/12



SHELF-NO.

VOLS.

5639.88

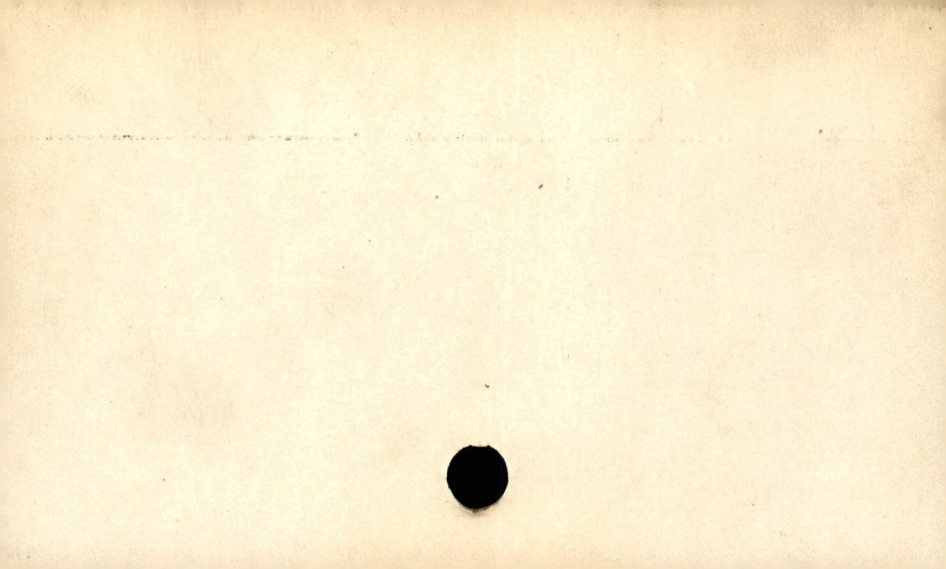
1

Atkinson, W.W. The psychology of
salesmanship.

ADDITIONS

OV. II/46
No repl.

Holyoke. [~~1918~~] 1922.-8/7/18E
3/14/28C



SHELF-NO.

✓
VOLS.

5639.89

1

Scott, W.D. The psychology of
advertising.

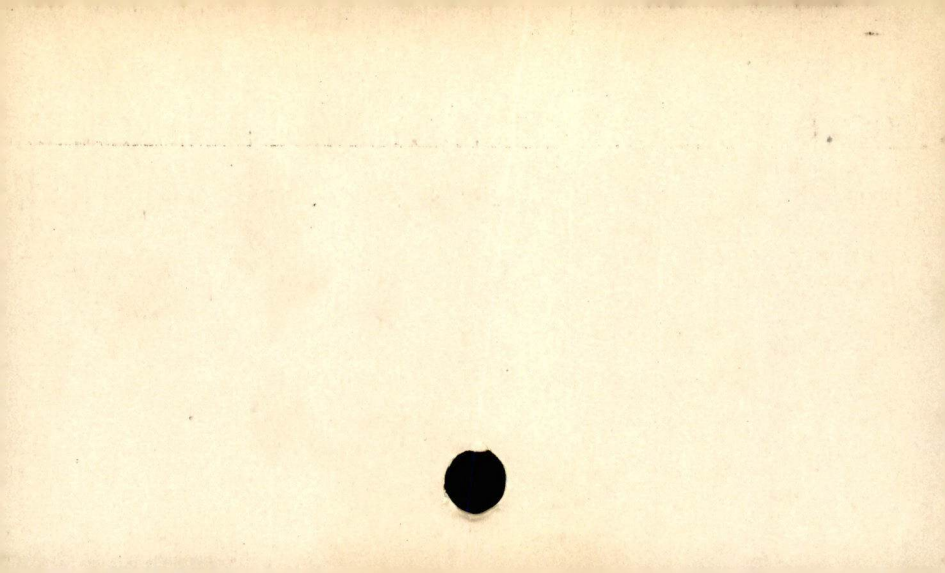
ADDITIONS

Bost. 1910.-10/6/11H

A

1

(6/3/40)



SHELF-NO.

VOLS.

5639.90

1

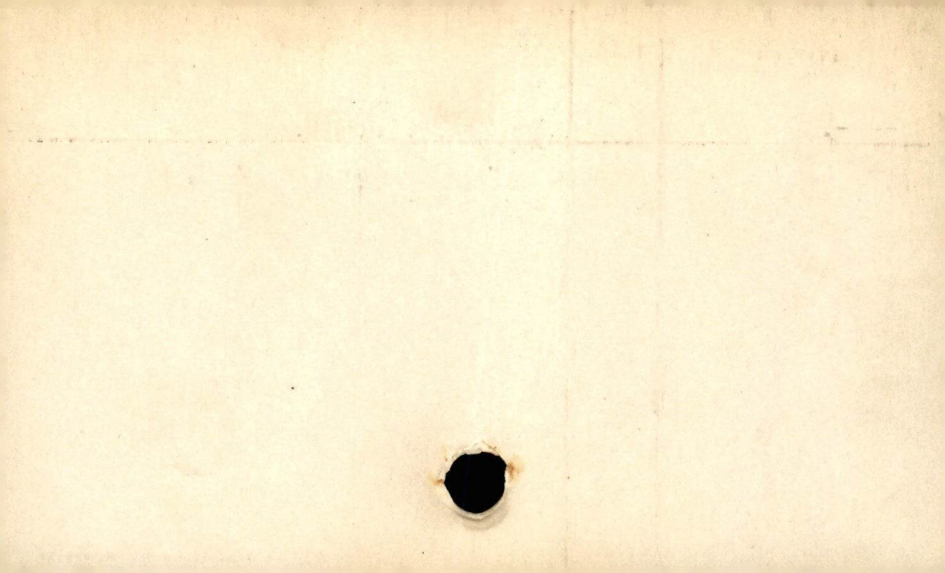
Calkins, E. E., etc. Modern advertising.

ADDITIONS

Miss. 1921

No repl.

N. Y. 1905.-10/4/06R



SHELF-NO.

VOLS.

5639.91

1

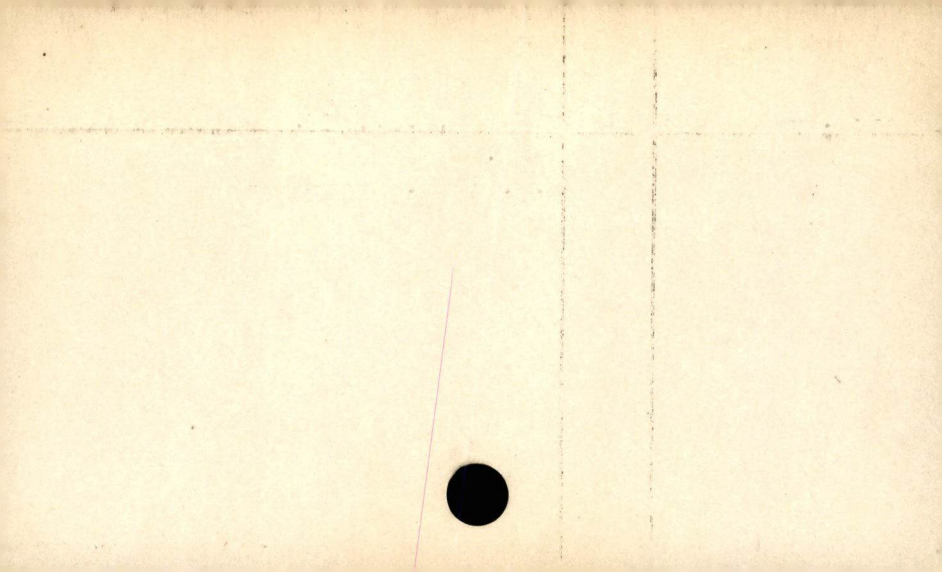
Calkins, E. E., etc. Modern advertising.

ADDITIONS

N. Y. 1914. - ~~10/16/11~~H 7/30/15H

Miss. 1923

No repl.



SHELF-NO.

VOLS.

5639.92

1

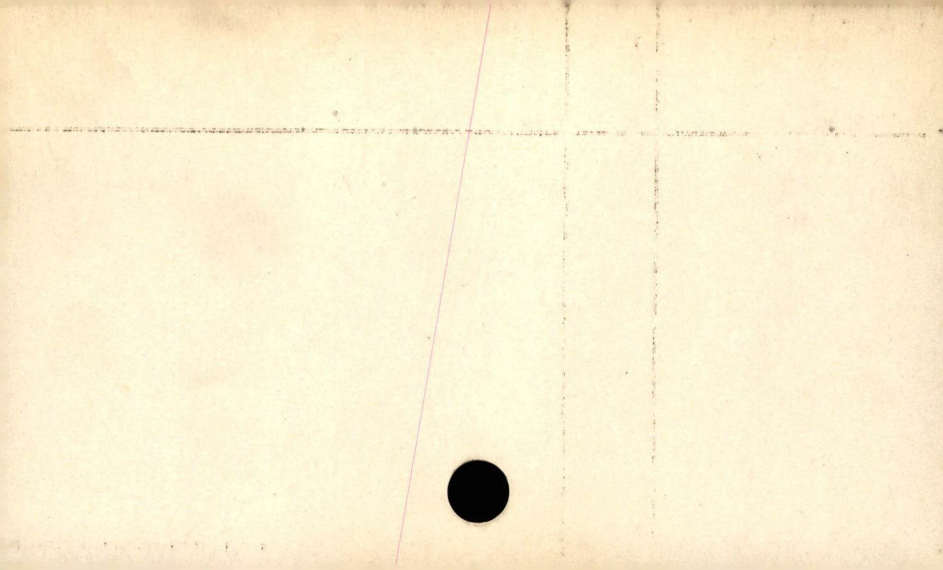
Calkins, E. E., etc. Modern advertis-
ing.

ADDITIONS

N.Y. 1909.-10/16/11H
(2/10/28F)

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1



SHELF-NO.

VOLS.

5639.93

1

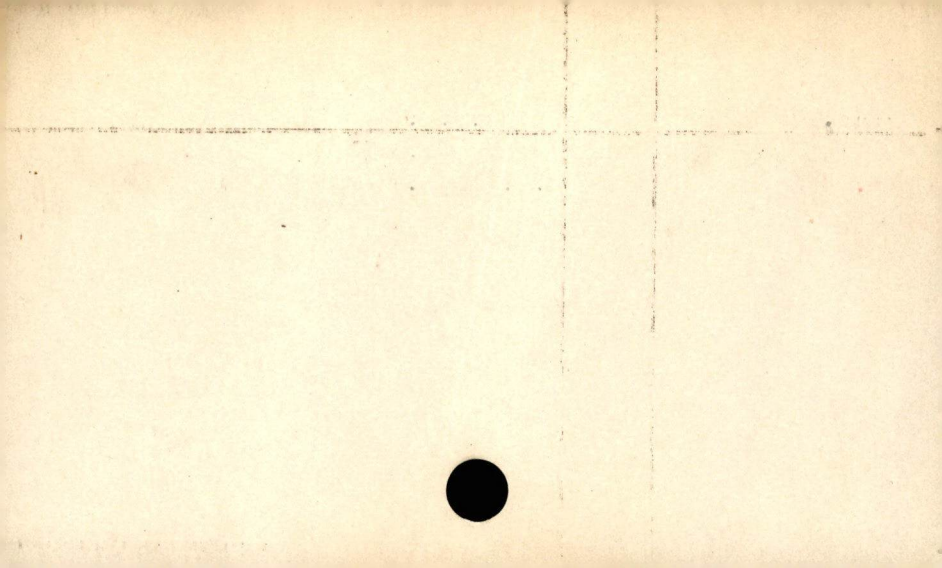
Scott, W.D. Influential men in
business.

ADDITIONS

N.Y. 1909.-2/6/13

Miss. 1922

No repl.



SHELF-NO.

VOLS.

~~5639.94~~

1

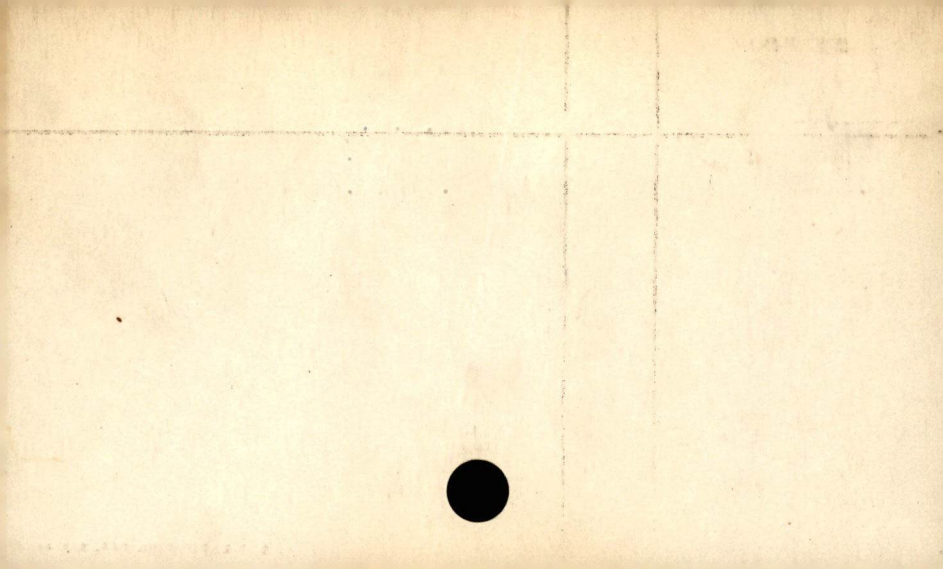
Atkinson, W.W. The psychology of
salesmanship.

ADDITIONS

Holyoke. 1913.-2/10/14C

Miss. 1926

No repl.



SHELF-NO.

VOLS.

KBB

5639.95

1

Cherington, P.T. Advertising as a
business force.

Bus. Br.

[N.Y.] 1913.-2/10/13B 2/10/13B

Pop. 37,375 A

1

~~2/10/13B~~ VI/3/40

Miss. 1916 ✓ B

1

2/10/13B

Miss. 1917 ✓ C

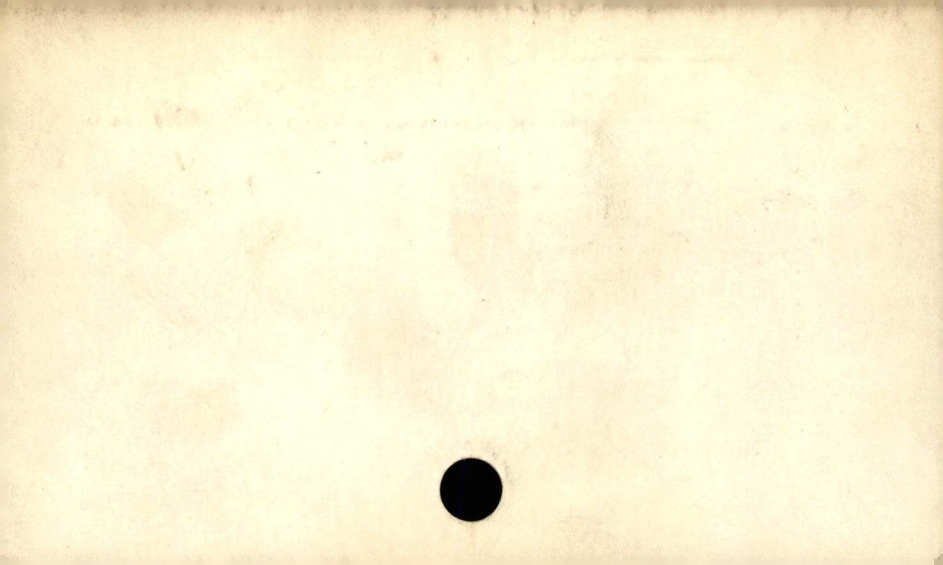
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3/28/16I

Mess. 2/24 ✓ E

1

10/7/20B



SHELF-NO.

VOLS.

5639.96

1

Hollingsworth, H.L. Advertising

ADDITIONS

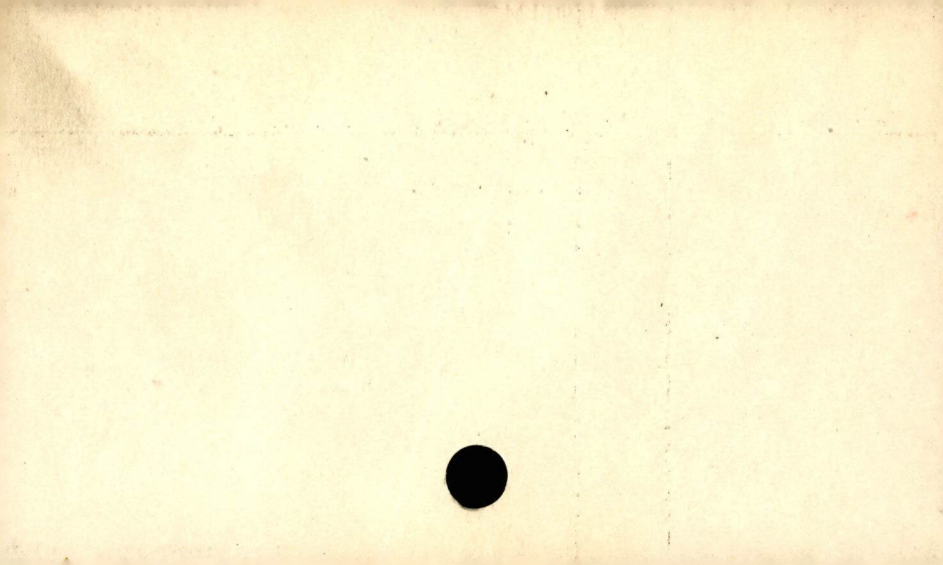
and selling.

N.Y. 1913.-11/19/13F

(11/19/13B)

A

1



SHELF-NO.

VOLS.

5639.97

1

Taylor, H.C. What advertisers
should know.

Chic. 1914.-3/19/21C

ADDITIONS

Missing 1930,
No repl.



SHELF-NO.

VOLS. ✓

5639.98

1

O'Connor, D.C. A treatise on com-

ADDITIONS

mercial pharmacy.

Phila. ~~1919~~ [1925.] - 8/10/14D

12/4/28N

(1/12/29I)

A

1



SHELF-NO.

VOLS.

5639.99

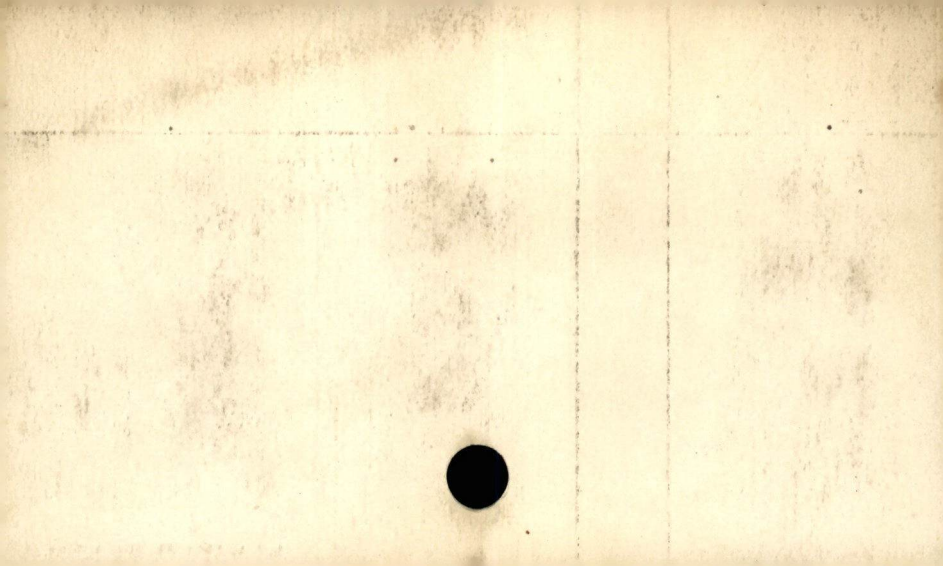
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Maxwell, W. Salesmanship.

ADDITIONS

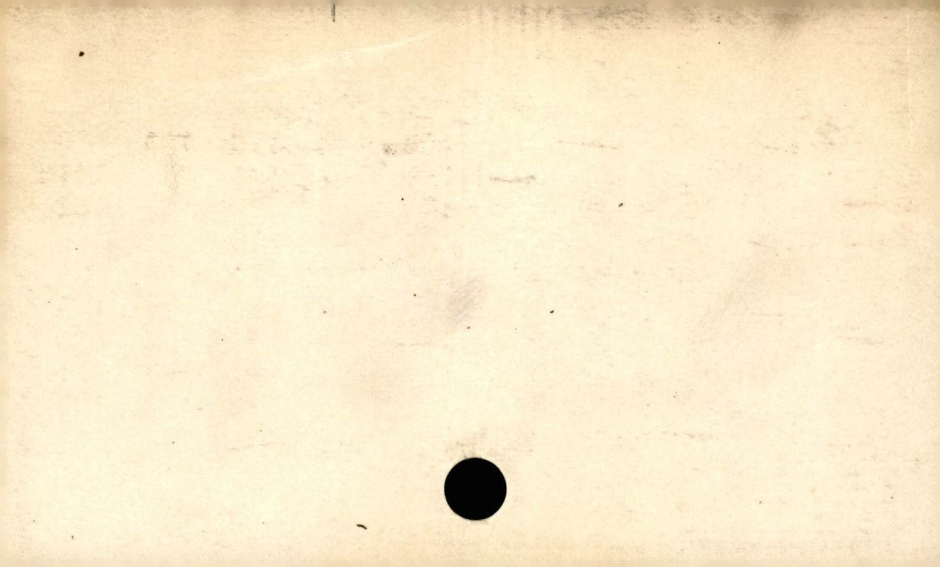
Bost. 1914.-9/14/14C

Miss. 1921



Shelf5639.....

100✓	110	120✓	130	140	150✓	160✓	170✓	180	190✓
101✓	111✓	121✓	131✓	141	151✓	161✓	171✓	181✓	191✓
102	112✓	122✓	132✓	142✓	152✓	162✓	172✓	182✓	192
103	113	123✓	133✓	143✓	153✓	163	173✓	183✓	193✓
104✓	114✓	124✓	134✓	144✓	154✓	164✓	174✓	184✓	194✓
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106	116✓	126✓	136✓	146✓	156	166✓	176✓	186✓	196✓
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109✓	119✓	129	139✓	149	159✓	169	179	189✓	199✓



SHELF-NO.

VOLS.

5639.100

1

KBB
Nystrom, P.H. Retail selling &

ADDITIONS

Mess. Nov. 25

Bus. Br. R

1

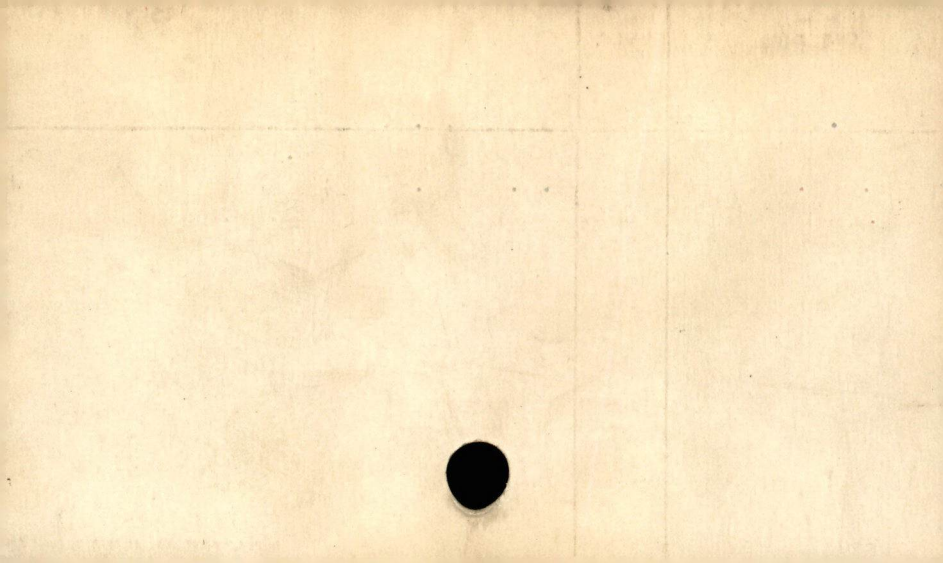
store management.

N.Y. 1919.-9/28/20E

1924 (8/24/26A)

R-Cond. at Bus. Br.

IX/43



SHELF-NO.

VOLS.

5639.101

1

Larson, C.D. Business psychology.

ADDITIONS

Los Angeles. 1912.-

~~12/30/14~~ 3/1/16E

~~Harvard Business
Branch~~



SHELF-NO.

VOLS.

5639.102

1

Roche, A. B. Salemanship for women.

N. Y. 1914.-12/1/14E

ADDITIONS

Miss. 1925

O. P. Aug. 29



SHELF-NO.

VOLS.

5639.103

1

Mahin, J.L. Advertising: selling

ADDITIONS

Mess. Feb. 22

the consumer.

[Garden City.] 1914.-2/25/15P



SHELF-NO.

VOLS. ✓

5639.104

1

Tipper, H. The new business.

ADDITIONS

A

1

[N.Y.] 1914.-2/25/15P
(11/13/16G)



SHELF-NO.

VOLS.

5639.105

ADDITIONS

1

Calkins, E.E. The business of
advertising.N.Y. ~~1915~~-(2/27/15J)

1924.-(3/15/26U)

1

1925.-(8/24/26A)(12/5/32NN)

1

(11/17/30D)

R

R-A

B.H.R. Miss. 32 ✓



SHELF-NO.

VOLS.

5639.106

1

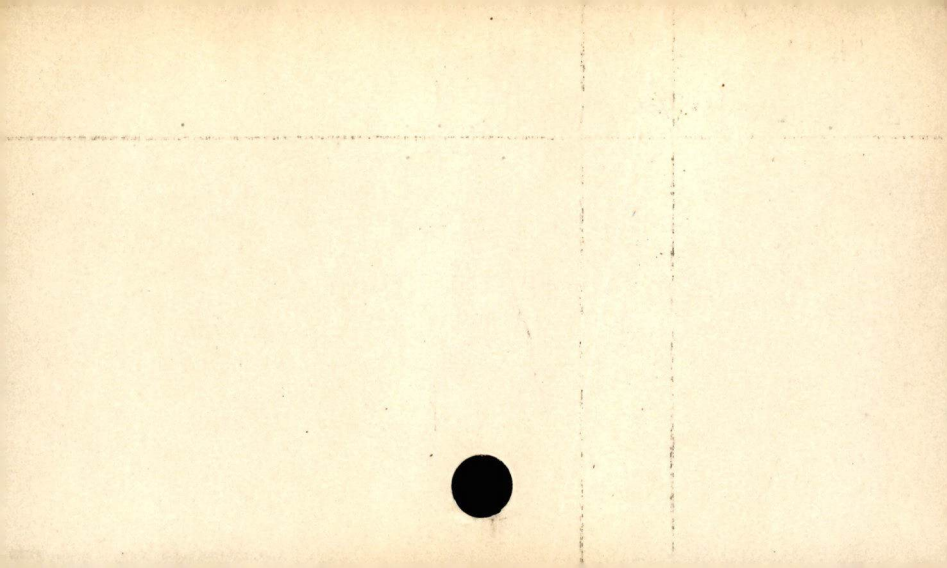
Fowler, N.C. How to sell.

Chic. 1915.-1920-3/12/15A 5/8/24C

ADDITIONS

lost Feb. 26

O.P. Mar. 27



SHELF-NO.

VOLS. ✓

5639.107

1

Durell, F. Fundamental sources of
efficiency.

ADDITIONS

Phila. 1914.-3/20/15J



SHELF-NO.

VOLS.

5639.108

1

Aughinbaugh, W.E. Selling Latin
America.

ADDITIONS

Bost. [1915.]-5/24/15L



SHELF-NO.

VOLS.

5639.109

1

Hall, S.R. Writing an advertisement

ADDITIONS

Miss.25

A

1

Bost. [191?]-6/2/15B 5/26/28B
(11/14/160)

Miss.26

R

1

[191-?]- (5/20/25S)



SHELF-NO.

VOLS.

5639.110

1

Clifford, W.G. Building your
business by mail.

ADDITIONS

Miss.22

O.P.Dec.25

Chic. 1914.-~~10/8/15~~A 1/4/18S



SHELF-NO.

VOLS.

A Rem. to HF5415.S4

~~5639.111~~

1

Shaw, A.W. Some problems in market
distribution.

ADDITIONS

Cond. VIII/51

~~A~~

1

Camb. 1915.-9/25/15N
(11/15/16M)



SHELF-NO.

✓
VOLS.

5639.112

1

✓
Dicksee, L.R. Business methods and
the war.

ADDITIONS

Camb. 1915.-6/28/15B



SHELF-NÖ.

VOLS.

5639.113

1

Scott, W.D. Influencing men in
business.

ADDITIONS

N.Y. 1914.-11/13/16G

Miss.22 No repl.



SHELF-NO.

VOLS.

~~5639.114~~

2

Chapman, C. Law of advertising
and sales.

ADDITIONS

~~B.H.R.~~

v.2 Miss.23

v.1 Rem.to

HF5819.U6C6

Denver. [1908.]-12/29/15D



SHELF-NO.

VOLS.

5639.115

1

Parsons, C.C. Business

ADDITIONS

administration.

B.H.R. Miss.24

Chic. 1909.-7/28/15C

O.P.Aug.29



SHELF-NO.

VOLS.

~~KBB~~

5639.116

Harvard College. Grad. Sch. Bus. Admin.

ADDITIONS

SEE CONT.CDS.

Bus. repts.

Chic. 1925.-v.1-10/3/25F



SHELF-NO.

VOLS. ✓

5639.117

1

✓
Harvard College. Grad. Sch. Bus. Admin.

ADDITIONS

Bus. repts. Cumulative index

v. 1-10.

N.Y. 1932.-2/10/32N



SHELF-NO.

VOLS.

5639.118

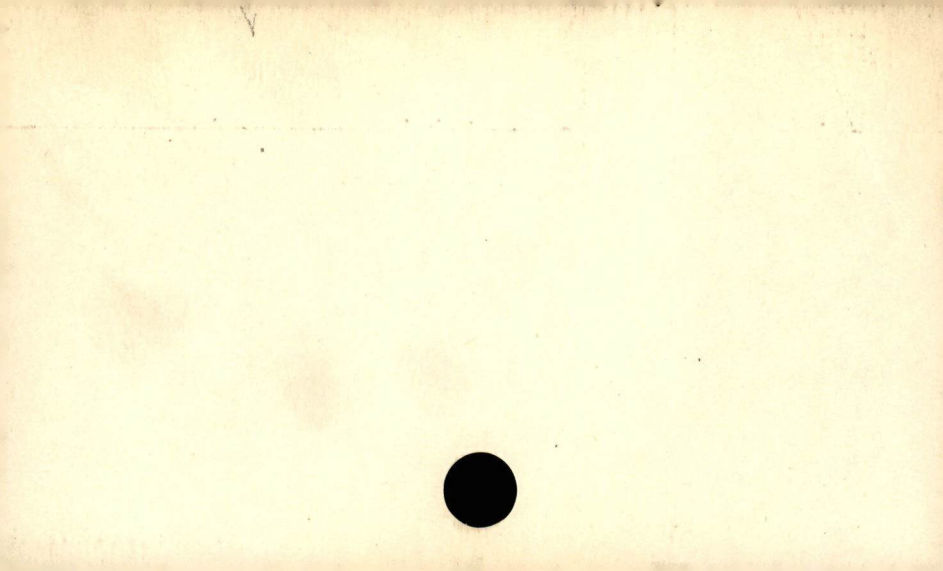
1

Rogers, E.S. Good will, trade marks

ADDITIONS

and unfair trading.

Chic. [1914.]-7/28/15C



SHELF-NO.

VOLS. ✓

5639.119

1

Hess, H.W. Productive advertising. ✓

ADDITIONS

Phila. [1915.] - ~~10/29/15~~M 2/13/23W



SHELF-NO.

VOLS ✓

5639.120

11

Library. The. of business practice.

ADDITIONS

Chicago. [1909-17.]

v.4 Miss.25✓

v.1-5 (7/28/15C)

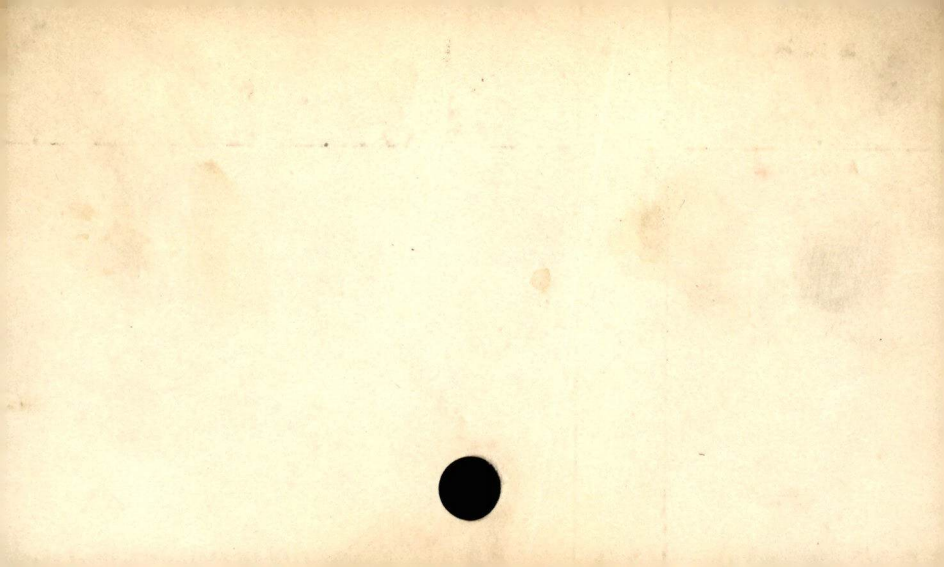
Missing 1962

v.6 (6/17/17K)(7/9/35)

v.7-9 (7/28/15C)

v.10 (10/24/22N)

v.11 (5/2/18N)



SHELF-NO.

VOLS.

5639.121

ADDITIONS

SEE CONT.CDS.

✓
Harvard College.Grad.Sch.Bus.

Adminis. Publications.



SHELF-NO.

VOLS.

24 in

20

Students' Business Book Series.

Chic. [1909-15.]- (7/28/15C)

~~5639-122~~

ADDITIONS

v.2 Cond.9/28

v.3 Lost 6/22

v.5 Miss.1922

v.6 Miss.1925

v.7 Miss.1921

v.8 Miss.1927

v.10 Mess.6/18

v.11 Miss.1927

v.13 Miss.1921

v.14 Mess.2/24

v.15 Mess.2/24

v.16 Miss.1925

v.17 Miss.1917

v.18 Miss.1927

v.19 Miss.1921

v.20 Miss.1921

v.21 Miss.1921

v.22 Mess.2/24

v.23 Mess.2/24

v.24 Mess.2/24

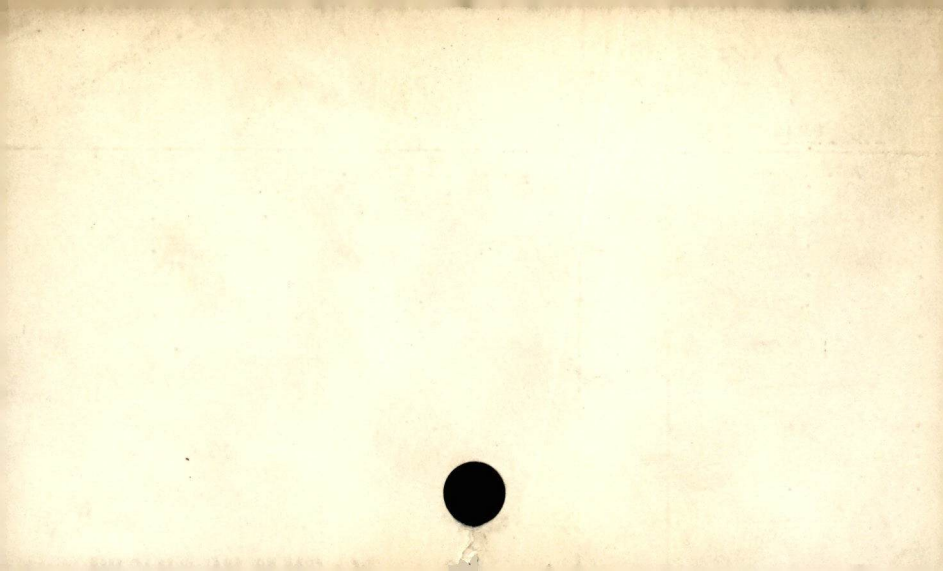
v.1 Cond.7/35

v.4 Cond.7/35

v.9 Cond.7/35

v.12 Cond.7/35

NO REPL.



SHELF-NO.

VOLS.

~~5639.123~~

~~1~~

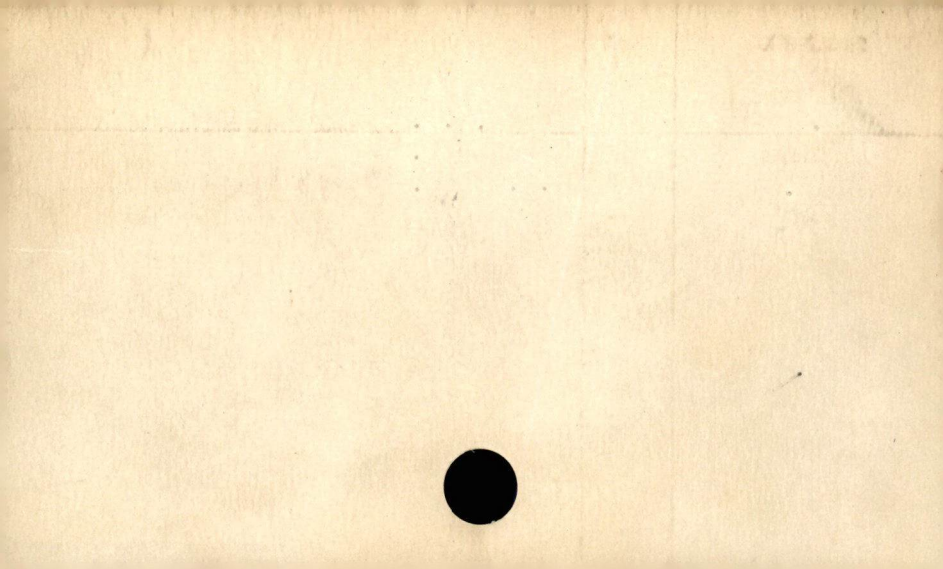
~~Scott, W.D. Influencing men in
business.~~

ADDITIONS

Lost Dec. 34

No repl.

N.Y. 1916.-3/14/17M



SHELF-NO.

VOLS.

5639.124

1

Personality in business.

ADDITIONS

Chic. [1909.] [1917.]-
7/28/150 6/16/220



SHELF-NO.

VOLS.

~~5639.125~~

1

The cost of production.

Chic. [1909.]-7/28/15C

ADDITIONS

Harvard Business
Branch



SHELF-NO.

VOLS ✓

5639.126

1

Rindsfoos, C.S. Purchasing.

ADDITIONS

N.Y. 1915.-7/28/15F



SHELF-NO.

VOLS.

5639.127

1

Baillet, H.F. Overhead expense

ADDITIONS

& percentage methods.

N.Y. 1915.-2/10/16L



SHELF-NO.

VOLS.

5639.128

1

Adams, H.F. Advertising and its
mental laws.

ADDITIONS

B.H.R. Mess. 6/21 ✓

Miss. 27 ✓

A

1

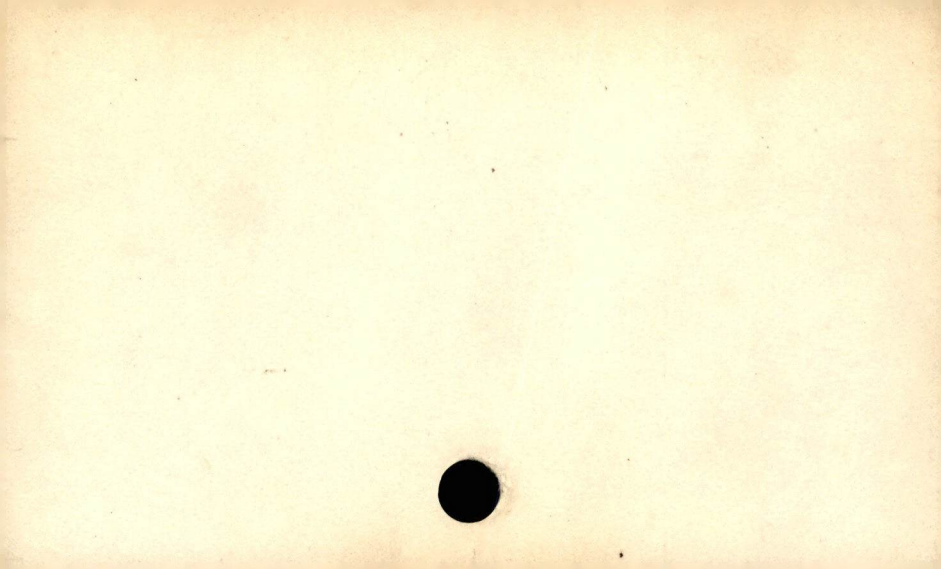
N.Y. 1916.-(3/1/17B)

R

1

(2/2/20J)

1921.-(6/23/27)



SHELF-NO.

VOLS.

5639.129

1

Lawrence, H.C. Making him buy.

St. Louis. [1910.]-10/8/15A

ADDITIONS

Miss.22

O.P.Nov.27



SHELF-NO.

VOLS.

5639.130

1

Lawrence, H.C. Making him pay.

ADDITIONS

Miss. 27,

No repl.

St. Louis. [1908.]-10/8/15A



SHELF-NO.

VOLS.

5639.131

1

Maxwell, W.M. If I were twenty-one.

ADDITIONS

Phila. 1917.-[192-?]-

2/16/18D 2/4/24E (9/14/28L)

1840

1842

1847



SHELF-NO.

VOLS.

5639.132

1

Cherington, P.T. The advertising
book, 1916.

ADDITIONS

[Garden City.] - 1916.-1/24/16B

1

(3/28/16I)

1

(11/13/16G)

Miss.20

B.H.R.

A

B



SHELF-NO.

VOLS. ✓

5639.133

2

Farrington, F. Selling suggestions.

ADDITIONS

N.Y. 1913.-10/6/15C

v.2 Miss.22



SHELF-NO.

VOLS.

5639.134

1

Starch, D. Advertising.

ADDITIONS

A

1

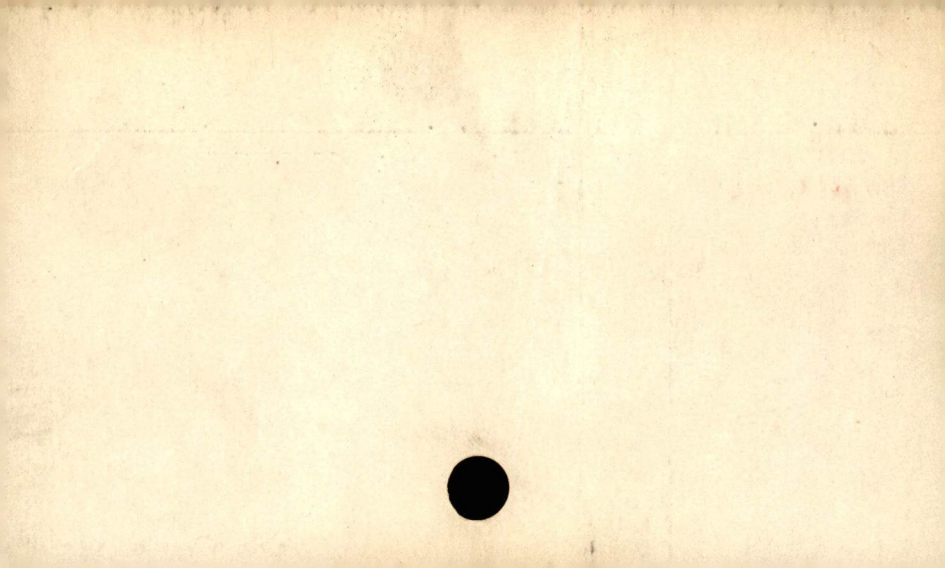
Chic. [1914.] - ~~11/17/16D~~ 6/21/24A

B

1

~~(11/17/16D)~~ (6/20/24G)

(Oct. 19, 28)



SHELF-NO.

VOLS.

~~5639.135~~

1

Lewis, E. St. E. Getting the most
out of business.

ADDITIONS

Mess. Apr. 31
No repl.

N.Y. 1915. 1920.-10/6/156-7/30/24N



SHELF-NO.

VOLS.

Removed to HF5429.N8

~~5639.136~~

1

Nystrom, P.H. The economics of
retailing.

ADDITIONS

N.Y. 1915.-2/10/16J

Miss.17 A

1

(3/28/16I)

~~R-~~

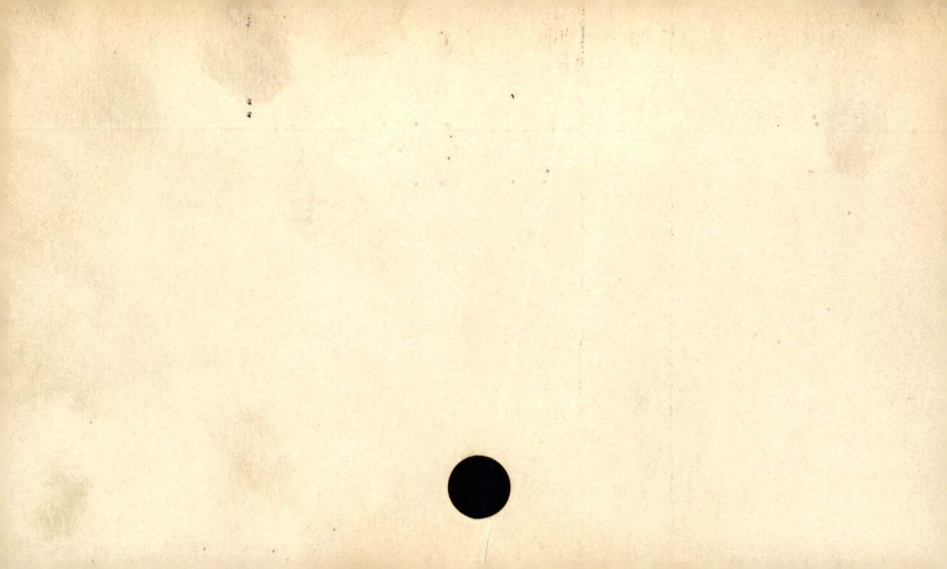
2

v.1,2[1930.]- (5/4/31GG)

R Rem.to

HF5429.N8 1930

v.1,2.



SHELF-NO.

VOLS.

5639.137

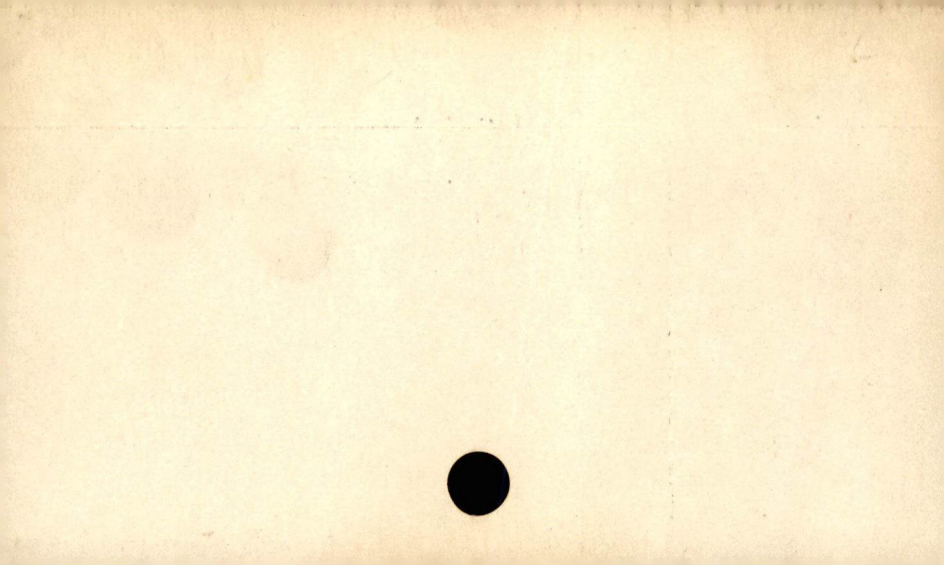
1

Goffe, W.T. Problems in retail

ADDITIONS

selling analyzed.

[Racine. 1913.]-10/8/15A



SHELF-NO.

VOLS.

HF5351

.B862

v.1

5639.138

1

Muensterberg, H. Business

ADDITIONS

psychology.

Chic. 1915. 1922.-12/7/15I 5/7/23F

B.H.R.

A

1

(5/7/23F)(4/14/27C)

Miss. 1936

R

1

1924.(10/19/28B)



SHELF-NO.

VOLS.

5639.139

1

Brisco, N.A. Economics of business.

ADDITIONS

N.Y. 1913. 1922.-10/27/150-6/21/24A



SHELF-NO.

VOLS.

5689-140

1

Brisco, N.A. Fundamentals of
salesmanship.

ADDITIONS

Miss.25 No repl.

N.Y. 1916-1920.-9/22/16E-9/28/20G



SHELF-NO.

VOLS.

5639.141

1

Scott, W.D. Increasing human
efficiency in business.

ADDITIONS

T.C. Miss. 19

N.Y. 1914.-3/30/16L



SHELF-NO.

VOLS. ✓

5639.142

1

Cody, A.S. How to deal with human

ADDITIONS

nature in business.

N.Y. 1915.-10/11/15



SHELF-NO.

VOLS. ✓

5639.143

1

Gowin, E.B. The executive and his
control of men.

ADDITIONS

N.Y. 1915. 1921.-1/1/160 3/2/22K



SHELF-NO.

VOLS.

~~5639.144~~

1

Nichols, J. L. The business guide.

ADDITIONS

Napeville. 1893.-7/17/17

Harvard Business
Branch



SHELF-NO.

VOLS.

5639.145

1

Fernley, T.A. Price maintenance.

ADDITIONS

Phila. [1913.]-11/11/150

Mess. June 21



SHELF-NO.

VOLS.

HF5556

.C7

1923

~~5639.146~~

1

Skinner, E.M. Credits and

ADDITIONS

collections.

Chic. 1916- 1923.-11/6/17N 5/7/23F



SHELF-NO.

VOLS.

5639.147

1

Hotchkin, W.R. Manual of successful

ADDITIONS

store keeping.

[Garden City.] 1924.-

~~11/29/156~~ 7/9/24N



SHELF-NO.

VOLS. ✓

KBB

5639.148

1

Kearney, L.C. What every business

ADDITIONS

Bus. Br.

A
B1
1

woman should know.

N.Y. [1916.] - ~~5/29/16D~~ 5/12/24M

(5/12/24M)

(5/29/16D)



SHELF-NO.

VOLS.

5639.149

1

Newmark, J. H. Automobile business.

ADDITIONS

Detroit. [1915.]-2/21/16G

Mess. May 17 O.P.



SHELF-NO.

^V
VOLS.

5639.150

1

Brsico, N.R. Economics of business.
N.Y. 1921.-5/27/22

ADDITIONS



SHELF-NO.

VOLS.

~~5639-151~~

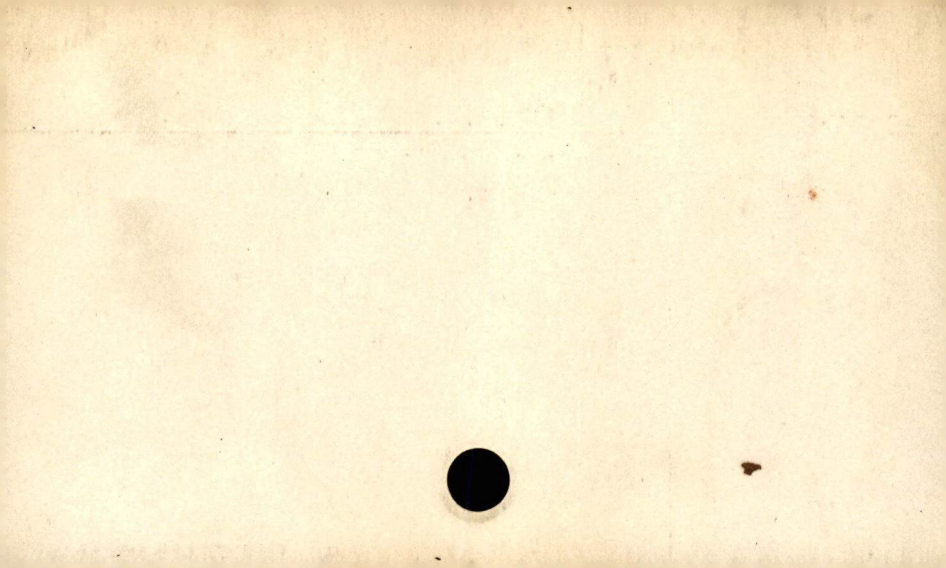
1

Fisk, J.W. Retail selling.

ADDITIONS

N.Y. [1916.] - ~~7/27/16B~~ 6/23/27

Mess. Apr. 31,
No repl.



SHELF-NO.

VOLS. ✓

5639.152

1

Marden, O.S., etc. Selling things.

ADDITIONS

N.Y. [1916.] -

9/22/166 7/10/23I(4/8/29R)



5639.I52

Marden, Orison Swett, 1848-1924, and Joseph Francis
MacGrail, 1873-
Selling things.

-- New York. Thomas Y. Crowell Co. [1916] (4), 275 pp.
18 1/2 cm.

1. Salesmen. I. MacGrail, Joseph Francis, 1873- .
II. Title.

/R

MB

RL rep.

No Union Needed

Scot

SHELF-NO.

VOLS.

5639.153

1

Sales promotion by mail.

ADDITIONS

Miss.23

A

11

N.Y. 1916.-11/29/16G
(12/3/19G)*long* Missing 1962**12 1962**



SHELF-NO.

✓
VOLS.

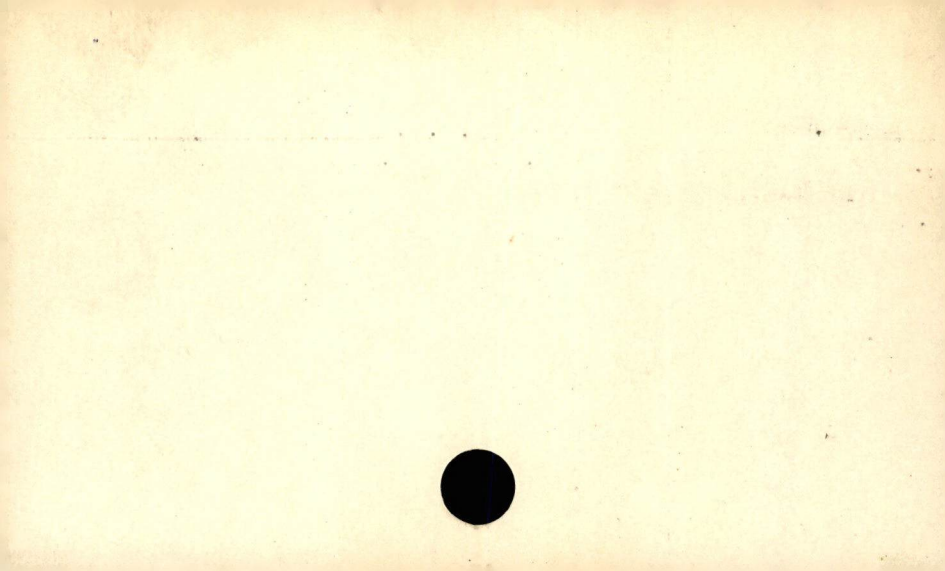
5639.154

1

Hurley, E. N. Awakening of business.

ADDITIONS

[N.Y.] 1916.-1/18/17C





SHELF-NO.

VOLS.

~~5639.155~~

2

Efficiency Soc.N.Y. Journal

ADDITIONS

N.Y. 1916.-v.5-3/29/17

v.6(7/10/18)

~~Harvard Business~~
~~Branch~~



SHELF-NO.

VOLS.

~~5639.156~~

1

Whitehead, H. Principles of

ADDITIONS

salesmanship.

N.Y. 1917.-1/29/18I

B.H.R.

Miss.19 No repl.



SHELF-NO.

VOLS.

~~5639.157~~

1

Hoover, S.R. Science and the art
of salesmanship.

ADDITIONS

Cond. 9/48

N.Y. 1916. 1926.-6/21/17H 7/2/28K

No repl.



SHELF-NO.

VOLS.

5639.158

1

Melberg, P.L. How to sell real
estate.

ADDITIONS

Cleveland. 1916. 1922.

7/25/17E 10/26/23E



SHELF-NO.

VOLS. ✓

5639.159

1

Field, C.C. Retail buying.

ADDITIONS

Miss. 1926 A

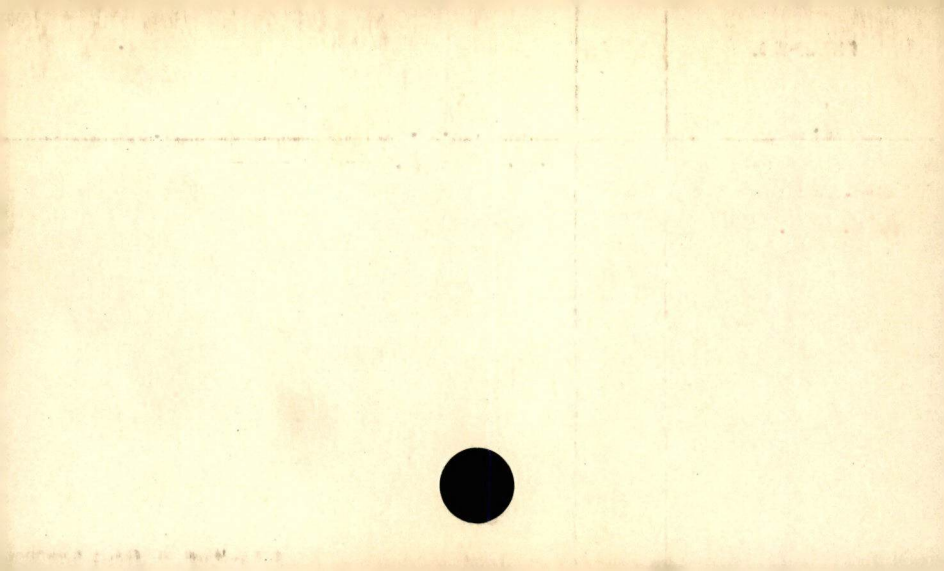
1

N.Y. [1917.] - 7/24/17 7/11/30G
(11/6/17A)

Mess. Oct. 27 B

1

(3/13/24M)



SHELF-NO.

VOLS.

~~-5639.160~~

1

French, G. How to advertise.

ADDITIONS

N.Y. 1917.-4/3/170

Miss.22

Miss.1931 A

No repl.

1

(5/27/19E)

100 100

100 100



SHELF-NO.

VOLS.

5639.161

1

Davison, Ad-Man. Ten great secrets

ADDITIONS

of a successful letter.
N.Y. [1917.]-9/22/17A 3/1/22S



SHELF-NO.

VOLS.

5639.162

1

Hotchkin, W.R. Making more money

ADDITIONS

in storekeeping.

N.Y. 1917.-8/18/17A



SHELF-NO.

VOLS.

5639.163

1

Tipper, H., etc. Advertising: its
principles and practice.
N.Y. 1917.-2/4/18F

ADDITIONS

B.H.R. Miss.20



SHELF-NO.

VOLS.

5639.164

1

Course in salesmanship.

ADDITIONS

Bost. [1917.]-1/19/17



SHELF-NO.

VOLS.

5639.165

1

Preliminary course in accounting.

ADDITIONS

Bost. [1917.]-1/19/17



SHELF-NO.

VOLS. ✓

5639.166

1

Nat. Efficiency Quarterly. ✓

ADDITIONS

N.Y. 1918.-v.1-5/22/20



SHELF-NO.

VOLS.

5639.167

1

So.Pine Assoc.Sch.Salesmanship.

ADDITIONS

Selling lumber...rept...1916.

Kansas City. [1916.]-G.50-4/24/18



SHELF-NO.

VOLS.

5639.168

1

Morgan, H.E. Business organization.

ADDITIONS

Lond. 1917.-4/1/18E

Miss.22 No.repl.



SHELF-NO.

VOLS.

~~5639.169~~

1

Douglas, A.W. Merchandising.

ADDITIONS

N.Y. 1918.-10/3/18D

Miss.22 No repl.



SHELF-NO.

VOLS.

~~5639.170~~

1

Barrett, H. J. How to sell more

ADDITIONS

Miss. 1929

goods.

N. Y. [1918.] - 4/15/18W

Mess. Oct. 25 A

1

(2/19/23M)

Miss. 27 B

1

(2/19/23M)

No repl.



SHELF-NO.

VOLS.

5639.171

1

Purchasing and employment.

ADDITIONS

1

Chic. [1917.]-5/2/18N

Missing 1962

No repl.



SHELF-NO.

VOLS.

~~5639-172~~

1

Gowin, E. B. Selection & training...

ADDITIONS

Miss. 22

O.P. 7/35

business executive.
N.Y. 1918.-10/4/18A



SHELF-NO.

VOLS.

~~5639.173~~

1

Barrett, H. J. Modern methods in
the office.

N.Y. [1918.]-5/7/18M

ADDITIONS

Miss. 27;

No repl.



SHELF-NO.

VOLS. [✓]

5639.174

1

Gardner, E.H. New collection

ADDITIONS

methods.

N.Y. 1918.-5/5/18E



SHELF-NO.

✓
VOLS.

5639.175

1

✓
Regan, J.M. Accounting and costs.

ADDITIONS

Chic. [1918.] - ~~10/22/18B~~ 6/10/25C



SHELF-NO.

VOLS. ✓

5639.176

1

Opdycke, J. B. Advertising and
selling practice.
Chic. 1918.-10/22/18B

ADDITIONS



SHELF-NO.

VOLS.

5639.177

1

Advertising. Selling points and

ADDITIONS

copy writing.

Chic. [1918.]-2/18/19

OVERDUE 1948
No repl.



SHELF-NO.

✓
VOLS.

5639.178

1

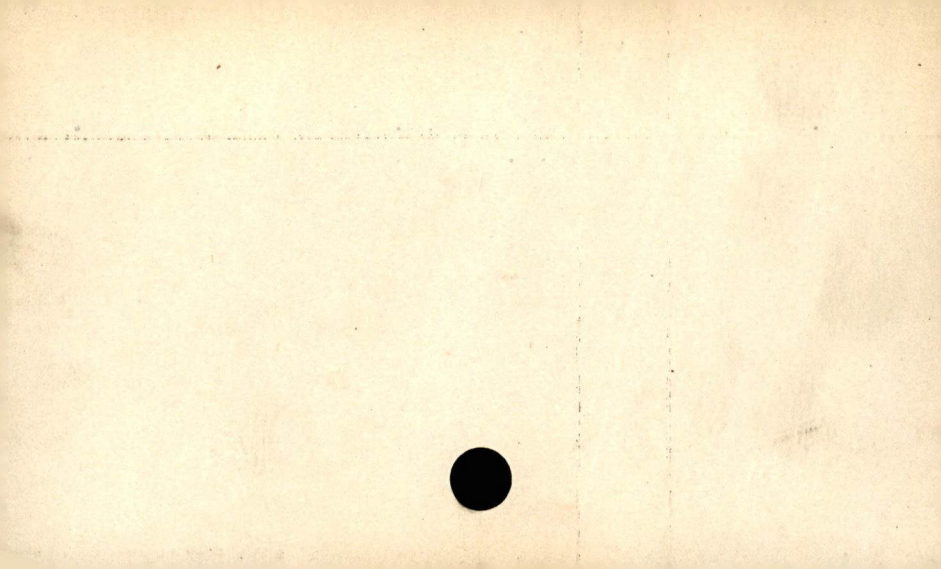
Galloway, L. Office management.

ADDITIONS

R

1

N.Y. [1918.] - ~~4/12/191~~ 12/5/28F
1919(12/9/21F)



SHELF-NO.

VOLS.

5639.179

1

Galloway, L. Office management.

ADDITIONS

N.Y. 1918.-12/14/18C

Miss.19 No repl.



SHELF-NO.

VOLS.

5639.180

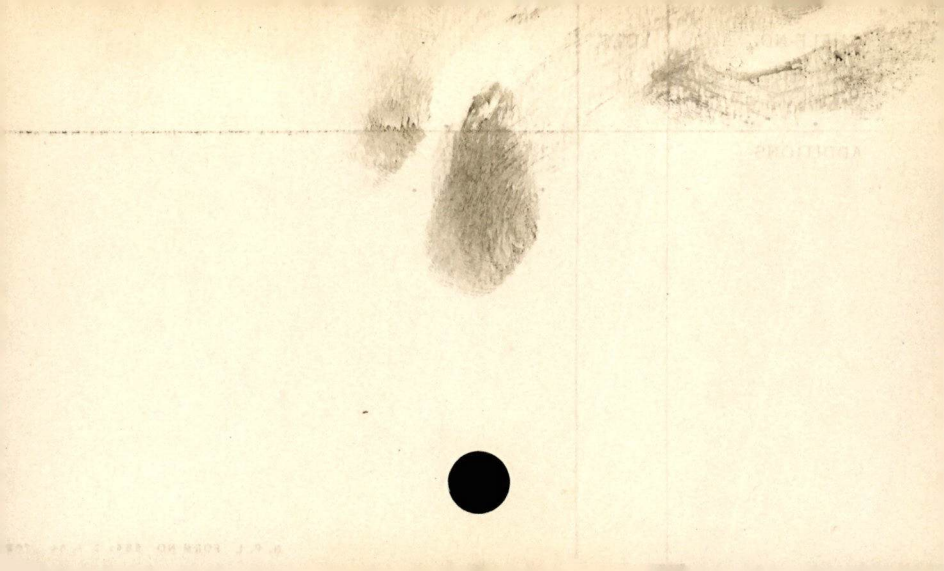
1

Moore.W.U. The law of commercial
paper.

ADDITIONS

Miss.25 No repl.

N.Y. 1918.-10/25/180



SHELF-NO.

VOLS.

5639.181

1

Buildings, equipment & supplies...

ADDITIONS

banks (ed. by J.M. Regan)

Chic. 1917.-4/26/19B

SHELF NO.

VOLS

ADDITIONS



SHELF-NO.

VOLS.

5639.182

1

Management & executive control...

ADDITIONS

banks (ed. by J.M. Regan)
Chic. [1919.]-4/26/19B

SHELF NO.

VOLS.

ADDITIONS



SHELF-NO.

VOLS. ✓

5639.183

1

Tipper, H., etc. Advertising: its
principles and practice.

ADDITIONS

Miss.23

N.Y. 1919.-5/27/19A

A

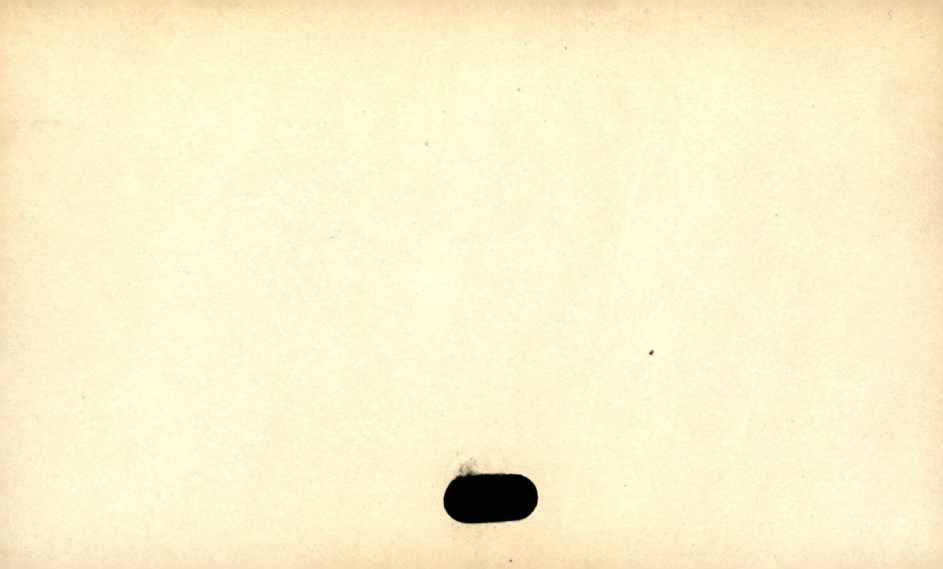
1

(1/15/20A)

B

1

(1/15/20A)



SHELF-NO.

VOLS.

5639.184

1

Schulze, J.W. Office administration

ADDITIONS

N.Y. 1919.-4/12/19L



SHELF-NO.

VOLS.

5639.185

1

Beebe, D.E. Retail credits and
collections.

ADDITIONS

~~Miss. 1930~~

Miss. 1930 ✓ A

1

N.Y. [1919.]-1/24/19A 2/28/22B
(1/24/19A)



SHELF-NO.

VOLS.

HF5556

.C7

~~5639.186~~

1

Skinner, E.M. Credits and
collections.

ADDITIONS

Chic. 1918.-12/3/19D



SHELF-NO.

VOLS.

5639.187

1

Nystrom, P.H. The economics of
retailing.

N.Y. 1919. 1922.-1/12/200 5/8/24C

ADDITIONS

Cond. Sept. 30

No repl.



SHELF-NO.

VOLS.

~~5639.188~~

1

Lewis, E. St. E. Getting the most
out of business.

ADDITIONS

Miss. 1936 ✓

Miss. 22 ✓ A

No repl. X/46

1

N.Y. 1919.-12/31/20C
(12/31/20C)



SHELF-NO.

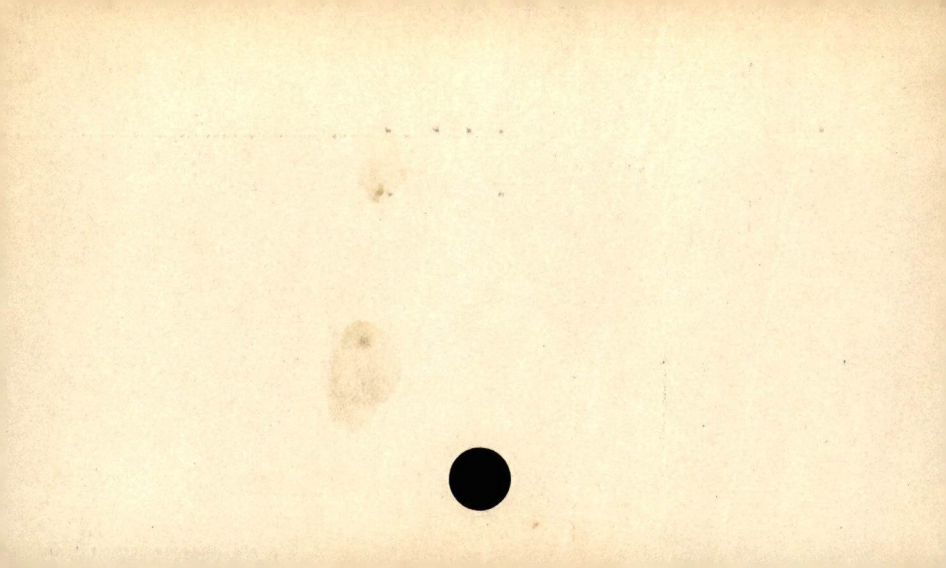
✓
VOLS.

5639.189

1

✓
Shaw, A. W. Co. How to run a retail
automobile business at a profit.
Chic. [1918.]-4/26/19B

ADDITIONS



SHELF-NO.

VOLS.

5639.190

1

Shaw, A.W. Co. How to run a
wholesale business at a profit.
Chic. [1918.]-4/26/19B

ADDITIONS

Missing 1962

No repl.



SHELF-NO.

VOLS.

~~5639-191~~

1

Shaw, A. W. Co. How to run a retail
lumber business at a profit.
Chic. [1917.]-4/26/19B

ADDITIONS

Miss./27,
O.P.7/35



SHELF-NO.

VOLS.

5639-192

1

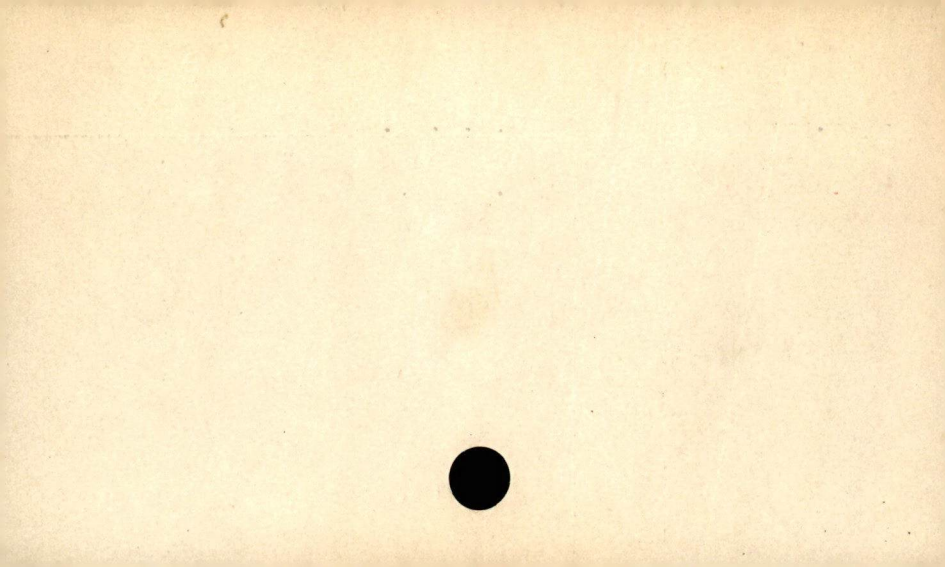
Shaw, A. W. Co. How to develop &

ADDITIONS

Mess. June 25

expand a retail business.

Chic. 1920.-10/19/20V



SHELF-NO.

VOLS.

~~5639.193~~

1

Shaw, A.W. Co. 114 proved plans to
save a busy man time.
Chic. [1918.]-10/16/20V

ADDITIONS

Mess. Jan. 23

No repl.



SHELF-NO.

VOLS.

~~5639.194~~

1

Purinton, E.E. Personal efficiency
in business.

ADDITIONS

Miss. 1930,

No repl.

N.Y. 1920.-10/7/20C

SHELF-NO.

VOLS.

5639.195

24

Alexander Hamilton Inst. Modern
business.

ADDITIONS

v.2-Miss.1920

v.6-Miss.1923

v.7-Miss.1920

v.18-Miss.1921

v.20-Miss.1920

N.Y. [1917.]-v.1(2/14/28)

v.2-18(5/17/19E)

v.19(6/25/34)

v.20-24(5/17/19E)

2

v.5-June 25,34

v.16(2/16/28)

A

6 2
3

101

118

66

81

SHELF-NO.

VOLS.

5639.196

24

Alexander Hamilton Institute.

ADDITIONS

Modern Business.

N.Y. [1919.]

v.1.-8/12/20M

v.2.-8/12/20M 7/26/29L

v.3.-8/12/20M

v.4.-8/12/20M

v.5.-8/12/20M 7/26/29L

v.6.-8/12/20M 7/26/29L

v.7.-8/12/20M 7/26/29L

v.8-15.-8/12/20M

v.16.-8/12/20M 7/26/29L



SHELF-NO.

VOLS.

5639.196

ADDITIONS

v.17.-8/12/20M

v.18.-8/12/20M 7/26/29L

v.19.-8/12/20M 7/26/29L

v.20.-8/12/20M

v.21.-8/12/20M 7/26/29L

v.22.-8/12/20M

v.23.-8/12/20M

v.24.-8/12/20M



SHELF-NO.

VOLS.

5639.196A

24

ADDITIONS

A

v.2 Miss.1923 ✓

v.6 Miss.1931 ✓

v.7 Miss.1923 ✓

v.21 Miss.1923 ✓

v.11 Miss.1940 ✓

v.1.-7/26/29L

v.2-8.-4/27/21M

v.9.-4/27/21M 7/26/29L

v.10-21.-4/27/21M

v.23.-7/26/29L

v.24.-4/27/21M

v.22.-IV/27/21M VII/26/29L



SHELF-NO.

VOLS.

5639.196B

12

ADDITIONS

v.3,4,8,10-15,17,20,24.-7/26/29L



SHELF-NO.

VOLS.

R v.13-Unrec.I/64 no repl



5639.196R

24

ADDITIONS R

[1921.]

v.1-24.-8/7/25C

v.1 Miss.1928 ✓

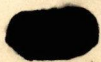
v.5 Miss.1927 ✓

v.6 Lost 10/34 ✓

v.17 Miss.1926 ✓

v.23 Miss.1926 ✓

v.24 Miss.1926 ✓



SHELF-NO.

VOLS.

5639.196R-A

2

ADDITIONS

✓ R-A

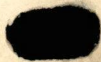
v.7.-6/23/28

v.13.-5/17/28

✓ R-B

1

v.13.-6/23/28



SHELF-NO.

VOLS.

~~5039.197~~

1

Maxwell, W.M. The training of a
salesman.

ADDITIONS

Miss. 1929,

No repl.

Phila. [1919.]-5/2/19L 2/7/28E

SHELF-NO.

VOLS.

KBB

5639.198

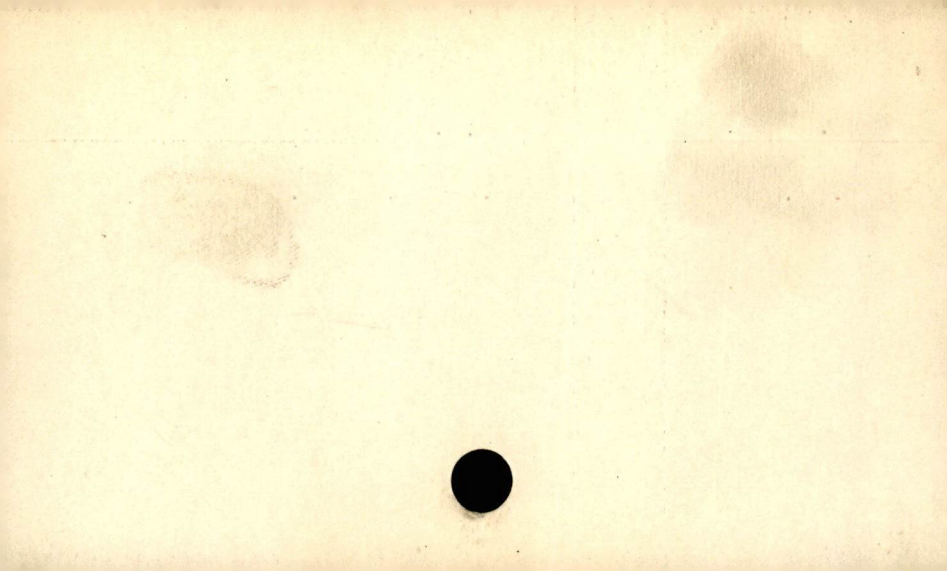
1

Peirce, F. The human side of
business.

ADDITIONS

Bus. Br.

Phila. 1917. 1922.-
6/12/19B 10/24/27J



SHELF-NO.

✓
VOLS.

5639.199

1

Gowin, E.B. Developing executive
ability.

ADDITIONS

Miss. 1930 ✓

N.Y. [1919.] - ~~7/15/191~~ 8/27/26A

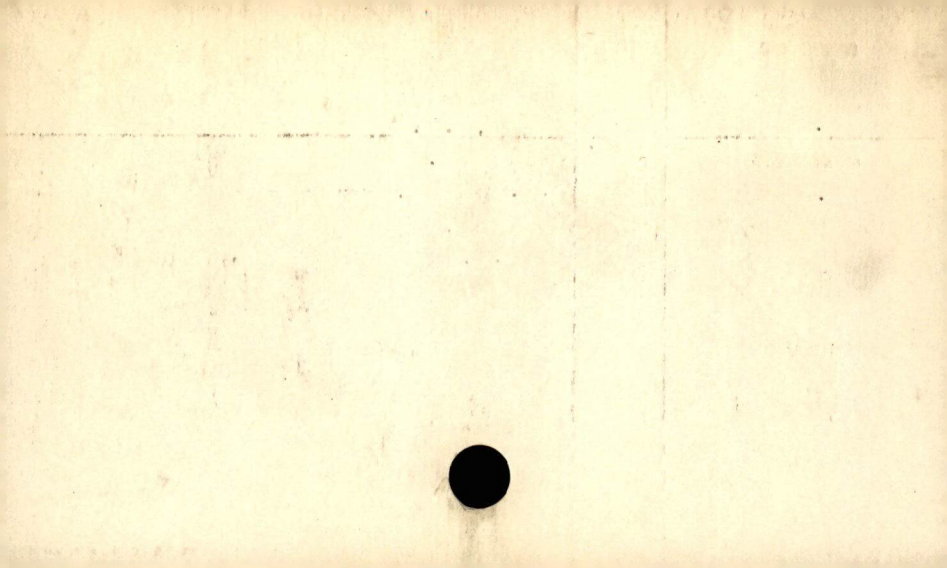
1

(June 7, 30P)

1

(Dec. 9, 30H)

71
A
B



Shelf 5639.....

200 x	210 x	220	230	240	250 x	260 x	270 x	280 x	290 x
201 x	211 x	221 x	231 x	241	251	261 x	271 x	281 x	291 x
202 x	212 x	222 x	232 x	242 x	252 x	262 x	272 x	282 x	292 x
203 x	213 x	223 x	233 x	243 x	253	263 x	273 x	283 x	293 x
204 x	214 x	224 x	234 x	244 x	254 x	264 x	274 x	284 x	294 x
205 x	215 x	225 x	235	245 x	255 x	265 x	275 x	285 x	295 x
206 x	216	226 x	236 x	246 x	256 x	266 x	276 x	286 x	296 x
207 x	217 x	227	237 x	247	257 x	267 x	277 x	287 x	297 x
208 x	218 x	228 x	238 x	248 x	258 x	268 x	278 x	288	298 x
209 x	219 x	229 x	239 x	249 x	259 x	269 x	279 x	289 x	299 x

200	210	220	230	240	250	260	270	280	290
201	211	221	231	241	251	261	271	281	291
202	212	222	232	242	252	262	272	282	292
203	213	223	233	243	253	263	273	283	293
204	214	224	234	244	254	264	274	284	294
205	215	225	235	245	255	265	275	285	295
206	216	226	236	246	256	266	276	286	296
207	217	227	237	247	257	267	277	287	297
208	218	228	238	248	258	268	278	288	298
209	219	229	239	249	259	269	279	289	299

SHELF-NO.

VOLS.

5639.200

1

Purinton, E.E. Personal efficiency

ADDITIONS

Miss. 1935 on H.S.

in business.

N.Y. 1919.-7/15/19J



SHELF-NO.

VOLS.

5639.201

1

MacClelland, F.C. Office training

ADDITIONS

and standards.

Chic. [1919.]-7/28/19F



SHELF-NO.

VOLS.

HF5351

.B862

v.18

5639.202

1 Parsons, C.C. Office organization

ADDITIONS

and management.

Chic. 1918.-12/3/19G



SHELF-NO.

✓
VOLS.

5639.203

1

Cahill, M.F., etc. Office practice.

ADDITIONS

N.Y. 1917.-12/3/19H



SHELF-NO.

VOLS.

5639.204

1

Shaw, A.W. Co., Pub. Office manual.

ADDITIONS

[Chic. 1917.]-12/3/19F



SHELF-NO.

VOLS.

5639.205

1

Shaw, A. C. Co. Bur. of Bus. Standards. How to handle...your own business.

ADDITIONS

Chic. [1919.]-11/26/19A



SHELF-NO.

VOLS.

5639.206

1

Higham, C.F. Scientific distri-

ADDITIONS

bution[advertising.]
N.Y. 1918.-12/3/19E



SHELF-NO.

VOLS.

~~5639.207~~

ADDITIONS

Miss.1930

Miss.28 A

Miss.1932 R

No repl.

1

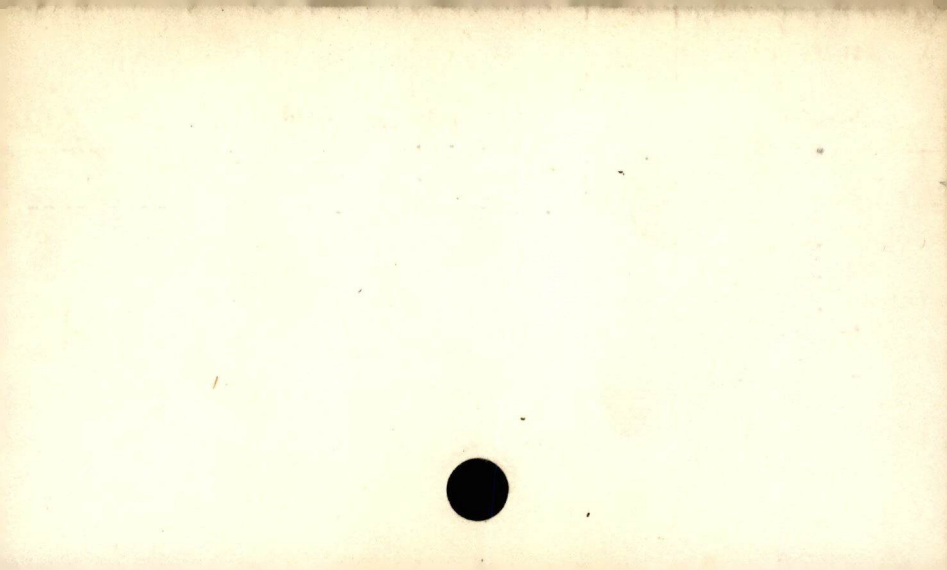
Allen, F.J. Advertising as a
vocation.N.Y. 1919 1924.-12/3/19N 10/25/24T
(9/14/27I)

1

(1/26/26A)

1

1928(11/25/30EE)



SHELF-NO.

VOLS.

5639.208

1

Duncan, C.S. Commercial research.

ADDITIONS

N.Y. 1919.-10/29/19D



SHELF-NO.

VOLS.

5639.209

1

Dewey, M. Office efficiency.

ADDITIONS

[N.Y. 1912.]-12/3/19D



SHELF-NO.

VOLS.

5639.210

1

Smith, H. H. Publicity and progress.

ADDITIONS

[Lond. 1915.]-1/3/20C



SHELF-NO,

VOLS. ✓

5639.211

1

Butler, R.S., etc. Commercial
correspondence.

ADDITIONS

Miss.22 ✓

Miss.1930 ✓ A

R

1

N.Y. 1919.-10/8/19C

1

(10/18/19G)

1929(11/13/29F)



SHELF-NO.

VOLS.

5639.212

24

Alex. Hamilton Inst. Modern

ADDITIONS

v.1-24

Miss.25

business.

N.Y. [1922.]-10/13/23F

v.1-24



SHELF-NO.

VOLS.

HF5556

.C7

1922

5639.213

1

Skinner, E.M. Credits and collec-
tions.

ADDITIONS

Chic. 1922.-11/22/22M



SHELF-NO.

✓
VOLS.

5639.214

1

Nash, W.T. Multiplying your income.

ADDITIONS

N.Y. 1919.-~~12/3/19~~F 4/15/24S



SHELF-NO.

VOLS.

~~-5659-215-~~

ADDITIONS

Orig. Miss. 1935
on H.S. A

A-Cond. IX/49

1

1

Miller, W. The art of canvassing.

N.Y. 1913 1921.-12/3/19F 4/16/24H
(July 26, 30A)



SHELF-NO.

VOLS.

5639.216

1

Ostrander, W.M. Simplex plans for
selling real estate.
N.Y. [1917.]-12/3/19G

ADDITIONS

Miss. 1926

O.P. Aug. / 29



SHELF-NO.

VOLS. ✓

5639.217

1

✓
Fuess, C.J. How to sell property.

ADDITIONS

Utica. [1914.]-12/3/19D



SHELF-NO.

✓
VOLS.

KBB ✓

5639.218

1

Whitehead, H. Principles of sales-
manship.

N.Y. 1919.-I/27/21F

A

1

I/7/21F

[1923.]-III/19/27B XI/15/38T

A

1

IV/28/28I

Bus. Br.



SHELF-NO.

VOLS.

5639.219

1

How to be personally efficient in
business.

ADDITIONS

Mess. Aug. 31,

No repl.

Chic. 1915.-~~10~~/7/260 2/5/29B



SHELF-NO.

VOLS.

5639.220

1

Leichter, E. Successful selling.

ADDITIONS

2d ed.

Miss. 1926 No repl.

N.Y. 1916.-12/3/19F



SHELF-NO.

VOLS. ✓

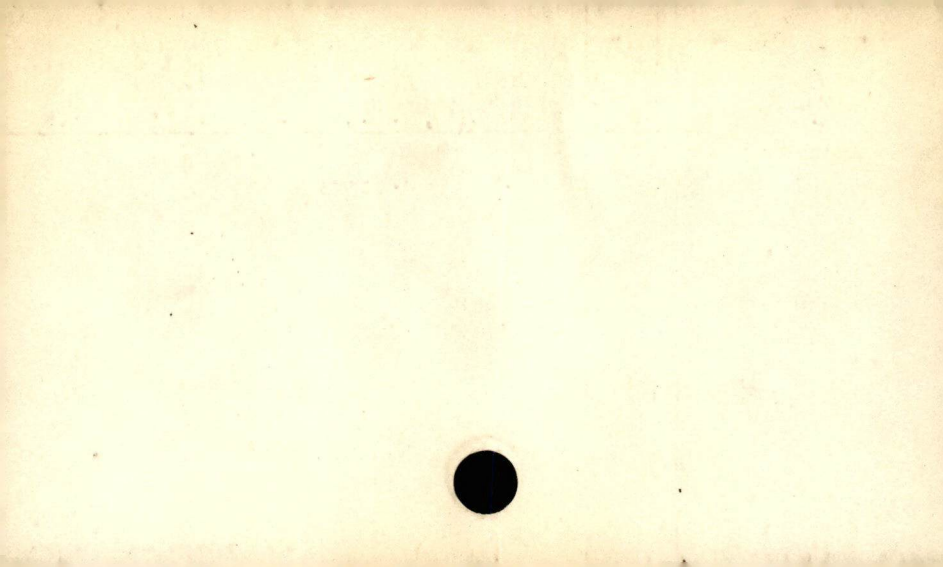
5629.221

1

Tregurtha, C.M., etc. The craft of
silent salesmanship.

ADDITIONS

Lond. [1917.] - ~~12/4/1900~~ 2/17/20J



SHELF-NO.

VOLS.

5639.222

1

Kelly, F.C. Human nature in
business.

ADDITIONS

N.Y. 1920.-3/3/20V 8/24/22M



SHELF-NO.

VOLS.

5639.223

1

Hall, S.R. Short talks on retail
selling.

ADDITIONS

N.Y. [191-?]-12/3/19E 12/19/23E
(11-29-300)



SHELF-NO.

VOLS.

~~5639.224~~

1

Baer, L. Retail selling methods.
N.Y. 1923.-7/28/23D

ADDITIONS

Mess. Apr. 31

O.P. 7/35



SHELF-NO.

VOLS.

Rem. to HF5415.S4 1919

~~5639.225~~

1

Shaw, A.W. Some problems in market
distribution.

ADDITIONS

Camb. 1919.-12/3/19G



SHELF-NO.

VOLS.

HF5823.D8

'A' and 'R'
copies

5639.226

1

Durstine, R.S. Making advertise-
ments and making them pay.

ADDITIONS

Miss.23.

N.Y. 1920.-9/25/20G

(3/5/21A)

1

1928(7/10/29P)

1

A

R

HF5823.D8



SHELF-NO.

VOLS.

5639-227

1

Rogers, J. Building newspaper
advertising.

ADDITIONS

Miss.23✓No repl.

N.Y. 1919.-1/23/20P 3/3/22C

SHELF-NO.

✓
VOLS.

5639.228

1

Aspley, J.C. What a salesman should
know about credits.

ADDITIONS

[Chic.] [1921.] - ~~12/3/19H~~ 12/31/23J



SHELF-NO.

VOLS.

5639.229

1

Basford, H.M. How to advertise

ADDITIONS

printing.

N.Y. 1915.-12/3/19H



SHELF-NO.

VOLS.

5639.230

1

French, G. Advertising.

ADDITIONS

Mess. Mar. 22

O.P. May 27

N.Y. 1915.-12/3/19D



SHELF-NO.

VOLS.

5639.231

1

Basford, H.M. How to sell printing.

ADDITIONS

N.Y. 1916.-12/3/19H



SHELF-NO.

✓
VOLS.

5639.232

1

✓
Macgregor, T.D. 2000 points for
financial advertising. 2d ed.
N.Y. 1915.-~~11/28/19~~H 1/10/19

ADDITIONS



SHELF-NO.

✓
VOLS.

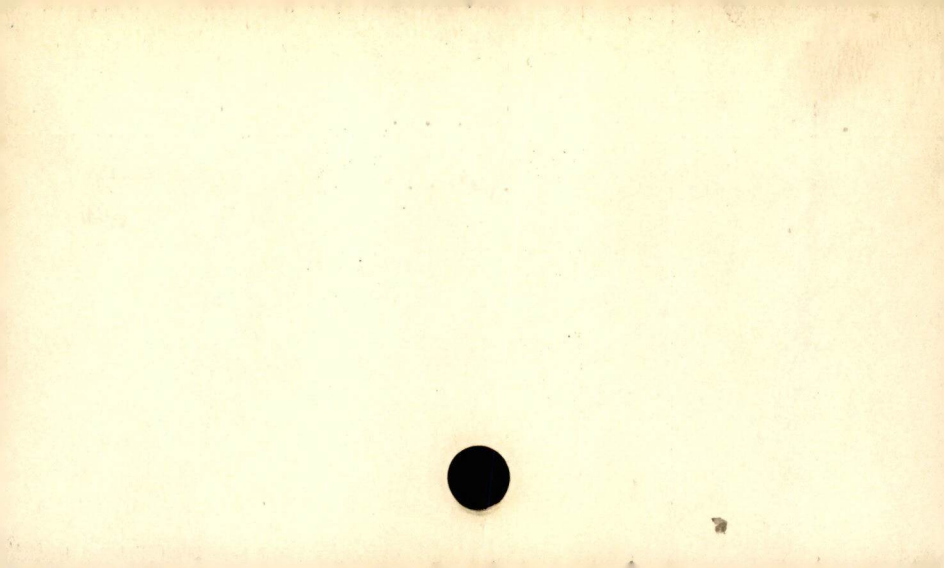
5639.233

1

✓
Bunting, H.S. Elementary lines of

ADDITIONS

advertising.
Chic. 1913.-12/3/19H



SHELF-NO.

5639.234

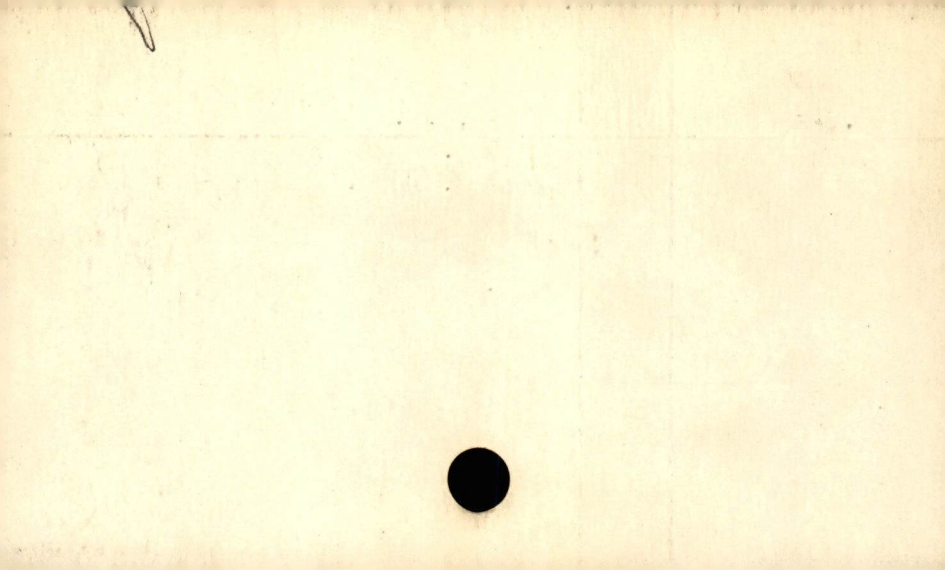
ADDITIONS

✓
VOLS.

1

✓
Shryer, W.A. Analytical advertising.

Detroit. 1912.-~~12/3/196~~ 1/3/25Q



SHELF-NO.

VOLS.

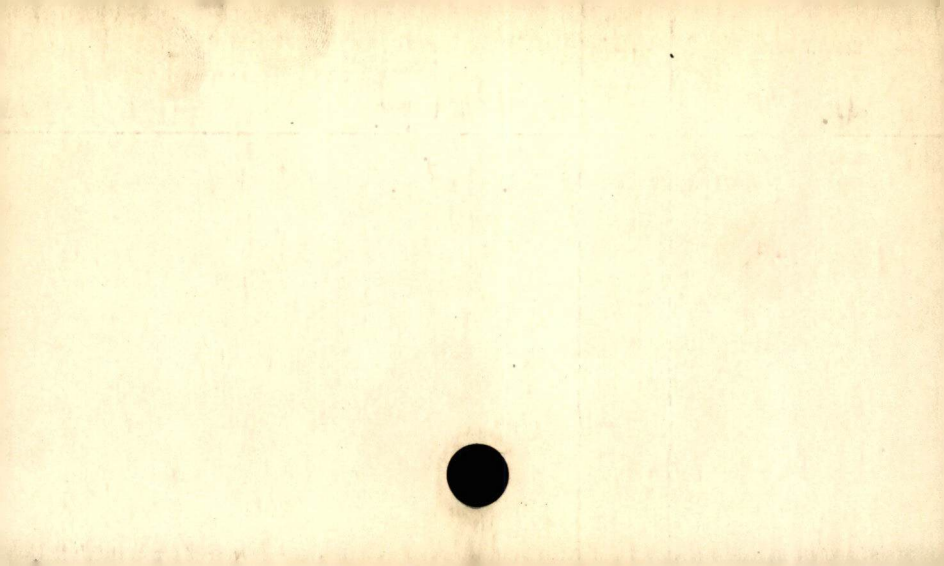
5639.235

1 Farrington, F. Retail advertising
complete.

ADDITIONS

Miss.22 No repl.

Chic. [1910.]-11/28/19H



SHELF-NO.

VOLS.

~~5639.236~~

1

Farrington, F. The successful sales
man.

ADDITIONS

~~Nov. V/40~~

Chic. [1918.] - ~~12/3/19D~~ ~~5/14/24C~~
(4/14/27C)

No repl.



SHELF-NO.

✓
VOLS.

5639.237

1

✓
Haddock, F.C. Business power.

ADDITIONS

7 R

1

Meriden. 1917.-12/19/23E
1920(5/20/25)



SHELF-NO.

[✓]
VOLS.

5639.238

1

✓
Mealand, A.J. Effective store-
advertising.

ADDITIONS

[Canton] 1913.-12/16/19L



SHELF-NO.

VOLS.

~~5639.239~~

1

Sloan, C.A., etc. Advertising the
technical product.

N.Y. 1920.-9/9/20H

ADDITIONS

Rem. to

HF5823

.S6

1920a



SHELF-NO.

VOLS.

5639-249

1

Knowlson, T.S. Business psychology.

Libertyville. 1912.-12/3/19E

ADDITIONS

Mess. Mar. 22

No repl.



SHELF-NO.

VOLS.

5639.241

1

Grimshaw, R. Lessons in personal
efficiency.

N.Y. 1918.-12/3/19E

ADDITIONS

Miss.27;

No repl.



SHELF-NO.

VOLS.

5639.242

1

Crewdson, C.N. Building business.

ADDITIONS

N.Y. 1907.-~~12/3/19~~ 7/30/24K



SHELF-NO.

VOLS.

v. 2A+8A — Missing 1949
No repl.

5639.243

24

Alexander Hamilton Inst., N.Y.

ADDITIONS

v. 3 MISS. 1937 ✓

v. 9 Miss. 1935 ✓

v. 13 Miss. 1926 ✓

v. 20 Miss. 1930 ✓

v. 18 MISS. 1935 ✓

v. 22 Miss. 1935 A

v. 6A Miss. 1928 ✓

v. 10A Mess. 10/31 ✓

v. 23A Miss. 1935 ✓

v. 4A MISS. 1935 ✓ R

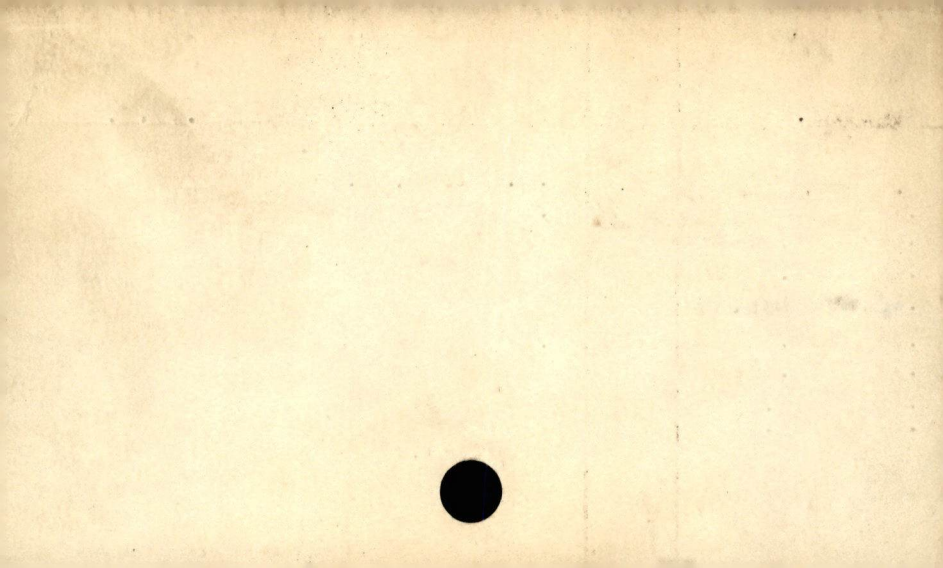
v. 8 — Missing 1962
No repl.

24

v. 1-24 (3/17/27H)

1

[1925.] - v. 2 (2/16/28)



SHELF-NO.

VOLS.

HF5351

.B862

v.14

~~5639.244~~

1

Skinner, E.M. Credits and collec-
tions.

ADDITIONS

Chic. 1920.-4/1/24K



SHELF-NO.

VOLS. ✓

5639.245

1

Knox Sch. of Salesmanship.

ADDITIONS

Successful management.
Cleveland. [1917.]-12/16/19L



SHELF-NO.

VOLS.

~~5639.246-~~

3

Gifford, W.S. Addresses, papers,

etc. ... Am. Telephone.

[N. Y.] [1928.]-

v.1 (12/29/28)

v.2 (3/3/38)

v.3 (~~9/25/45~~) (5/25/50)

Removed to

HE8817.G5

v.1,2,3.



SHELF-NO.

VOLS.

5639.247

1

Douglas, A.W. Traveling salesman-
ship.

ADDITIONS

Miss. 28

O.P. 7/35

N.Y. 1919.-12/9/19A



SHELF-NO.

VOLS. ✓

5639.248

1

Frederick, J.G. Business research

ADDITIONS

and statistics.
N.Y. 1920.-9/21/20A



SHELF-NO.

✓
VOLS.

5639.249

1

✓
Butler Bros. Success in retailing.

ADDITIONS

The variety business.
N.Y. [1919.]-1/9/20K



SHELF-NO.

VOLS.

5639.249

1

Butler Bros. Success in retailing.

ADDITIONS

The variety business.
N.Y. [1919.]-1/9/20K



SHELF-NO.

VOLS.

~~5639.250~~

1

Beeching, C.L.T., etc. Grocery

business organization.

Lond. [1912.]-5/19/20B

ADDITIONS

OV.VII/44

No repl.



SHELF-NO.

VOLS.

5639-251

1

Barroll, E.C., etc. Making money in

ADDITIONS

the mail order mint.

N.Y. [1915.]-12/3/19H

Mess. Oct. 27

No repl.



SHELF-NO.

VOLS.

5639.252

1

Basset, W.R. Organization of
modern business.

ADDITIONS

N.Y. 1921.-~~10/3/21~~S 12/9/24I



SHELF-NO.

VOLS.

5639.253

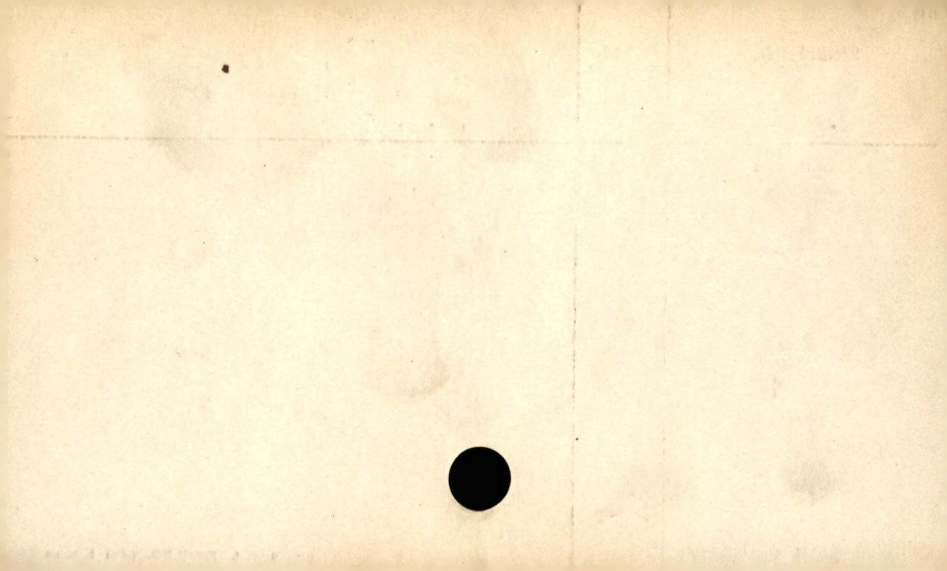
1

Brisco, W.A. Fundamentals of sales-
manship.

ADDITIONS

N.Y. 1919.-3/31/20H

Miss.22 No repl.



SHELF-NO.

VOLS.

5639.254

1

Kitson, H.D. The mind of the buyer.

ADDITIONS

Mess. 8/35 ✓

Mess. 4/31 ✓

A

B

R

1

(11/27/28K)

1

(12/26/28R)

1

1924.-(3/19/27B)



SHELF-NO.

VOLS.

5639.255

1

Ivey, P.W. Elements of retail

ADDITIONS

salesmanship.

N.Y. 1920.-3/10/20M

1

1927(3/5/29BB)

1

(4/10/29A)

1

(Sept. 23, 29D)

3/87

Bus.Br.

R

R-A

R-B

Rc



SHELF-NO.

VOLS.

~~5639.256~~

1

Keates, F.L. What every clerk must
know.

Phila. [1920.]-3/16/20H

ADDITIONS

Miss. 1930,

No repl.



SHELF-NO.

VOLS.

5659-257

1

Norton, H.R. Textbook on retail
selling.

Bost. [1919.]-3/25/20G

ADDITIONS

Mess. Aug. 31,

No repl.



SHELF-NO.

Vols. ✓

5639.258

1

Derrick, P.E. How to reduce selling costs.

ADDITIONS

Lond. 1917.-4/29/20C



SHELF-NO.

VOLS.

5639.259

1

Aspley, J.C. How to sell quality.

ADDITIONS

5th ed.

[Chic.] 1922[1927.] -

12/21/21H 8/27/24G(8/21/28B)

Missing 1962

No repl.



SHELF-NO.

VOLS.

5639.260

1

Gerstenberg, C.W. Principles of
business.

ADDITIONS

N.Y. ~~1918~~ 1925.-4/20/26F 5/1/236
(9/4/26A)

1

(9/4/26A)

1

(9/20/26A)

1

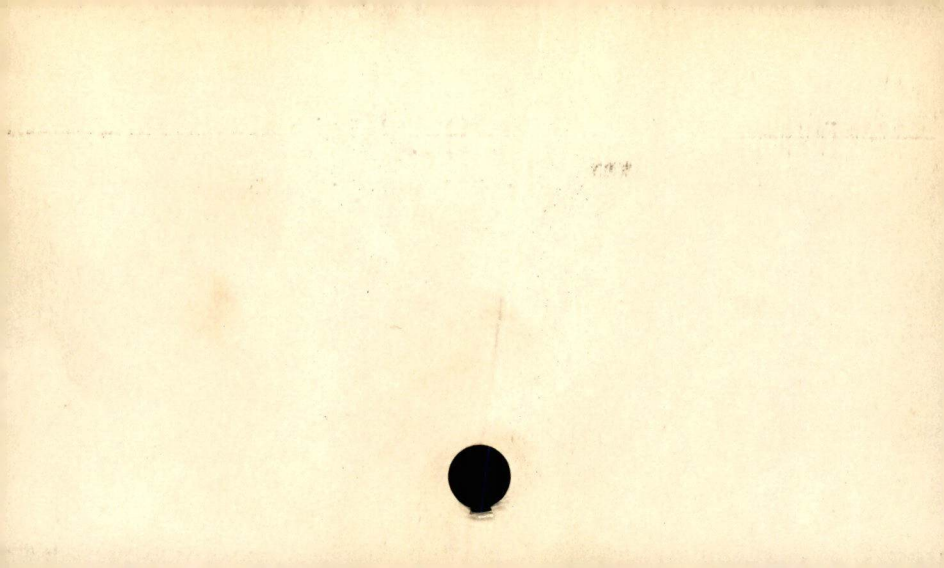
(9/20/26A)

Miss. 1933 ✓

A

B

C



SHELF-NO.

VOLS.

5639.261

1

Haas, J.A.de. Business organization

ADDITIONS

and administration.

N.Y. [1920.]-2/10/22E 8/27/27E



SHELF-NO.

VOLS.

5639.262

1

Dicksee, L.R. Office machinery and
appliances.

ADDITIONS

Lond. 1918.-4/29/20C



SHELF-NO.

VOLS.

5639.263

1

Shefferman, N.W. Employment

ADDITIONS

methods.

Mess. Oct. 25

N.Y. 1920.-11/8/20C

A

1

(8/24/26A)



SHELF-NO.

✓
VOLS.

5639.264

1

✓
Fuld, L.T., ed. The pulse of the
organization. (H.L.Doherty Co.)
N.Y. 1920.-8/4/20

ADDITIONS



SHELF-NO.

VOLS.

~~5639-265~~

1

Cody, A.S. How to deal with human

ADDITIONS

nature in business. 5th ed.

N.Y. [1915.]-~~12/13/21~~ 5/12/24K

Miss.27 ✓

1

(3/26/28C)

Miss.1930 ✓ A

O.P.7/35



SHELF-NO.

✓
VOLS.

5639.266

1

✓
Saunders, A.G., etc. ed. The liter-

ADDITIONS

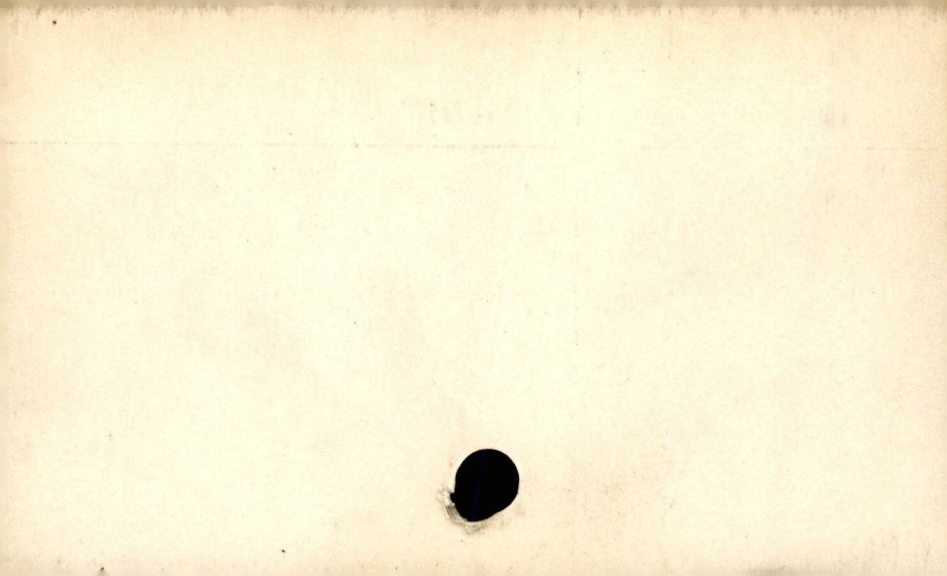
ature of business.

N.Y. 1920.-9/15/20E

(6/23/27)

A

1



SHELF-NO.

VOLS.

5639.267

1

Drever, J. The psychology of
industry.

ADDITIONS

N.Y. [1921.]-9/8/21K 7/30/24K



SHELF-NO.

VOLS.

5639.268

1

Russell, T. Commercial advertising.

ADDITIONS

Lond. 1919.-9/22/19



SHELF-NO.

✓
VOLS.

5639.269

1

Smith, R.E. Co-operation,
merchandising and promotion.
Indianapolis. 1921.-4/1/22A

ADDITIONS



SHELF-NO.

VOLS.

~~5679-270~~

1

Carthage, P.I. Retail organization

ADDITIONS

Miss. 1930,
No repl.

& accounting control.

N.Y. 1920.-11/26/20H



SHELF-NO.

✓
VOLS.

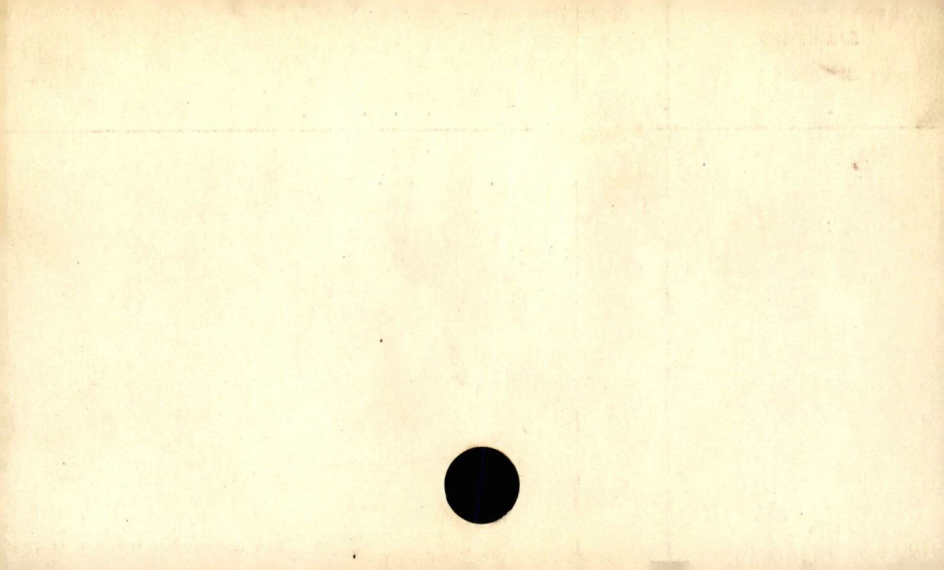
5639.271

1

✓
Mailhoit, W.J. Modern adviser to
grocers.

ADDITIONS

Bost. [1919.]-2/7/21M 3/30/28H



SHELF-NO.

✓
VOLS.

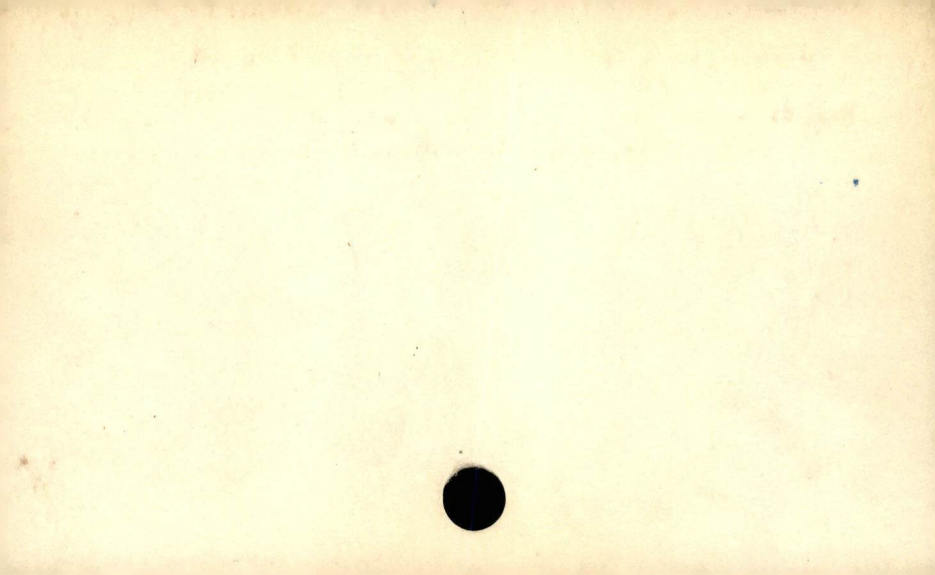
5639.272

✓
1

Frederick, J.G. The great game of
business.

New York, 1920.-XI/26/20J

XII/12/23G V/16/28A



SHELF-NO.

VOLS.

-5639:273-

1

Parsons, F.W. American business
methods...

ADDITIONS

MISS. 1939

No repl.

N.Y. 1921.-4/16/21B 4/2/30DD



SHELF-NO.

✓
VOLS.

5639.274

1

✓
Warren, W.P. Come si riesce negli
affari.

ADDITIONS

Milano. 1919.-11/27/20B



SHELF-NO.

✓
VOLS.

5639.275

1

✓
Woodward, W.O., etc. Selling
service with the goods.
N.Y. [1921.]-4/6/21B

ADDITIONS



SHELF-NO.

✓
VOLS.

5639.276

1

✓
Leigh, R. Human side of retail
selling.

ADDITIONS

N.Y. 1921.-2/25/21H



SHELF-NO.

✓
VOLS.

5639.277

1

✓
Women's Educ. & Indust. Union. Bost.

ADDITIONS

Training for store service.
Bost. [1920.]-3/3/21A



SHELF-NO.

✓
VOLS.

5639.278

1

✓
Harvard College...Bur. Bus. Research.

ADDITIONS

Explanation...department stores.
[Camb. 192-?]-6/10/21



SHELF-NO.

✓
VOLS.

5639.279

1

✓
Scott, W.D. Psychology of advertising.

ADDITIONS

N.Y. 1931.-Best.-[1921.-]

1/17/216 9/9/32A




SHELF-NO.

✓
VOLS.

5639.280

1


Blanchard, F.L. Essentials of ad-
vertising.

ADDITIONS

Miss. 1936 on H.S. ✓

1

N.Y. 1921.-1/20/21H 5/31/28F
(1/20/21F)

A
7



SHELF-NO.

VOLS.

HF5351

.B862

v.12

5639.281

1

Kastor, E.H. Advertising.

Rem. to ADDITIONS

HF5823.K3

A

1

Chic. 1920.-2/16/21G
(4/1/24K)



SHELF-NO.

✓
VOLS.

5639.282

1

Osborn, A.F. Short course in ad-
vertising.

ADDITIONS

N.Y. 1926.-~~3/30/21~~K 1/12/29I



SHELF-NO.

✓
VOLS.

5639.283

1

✓
Mahin, J.L. Advertising.

ADDITIONS

[Garden City.] 1921.-

~~5/19/21P~~ 10/20/230

Miss.1931 ✓ A

1

(5/19/21P)



SHELF-NO.

VOLS.

5639.284

1

KBB
Hall, S.R. The advertising hand-
book.

ADDITIONS

Orig. Bus. Br.

Miss. 1931 ✓

A

1

N.Y. 1921.-6/24/21Z 2-18-30X
(10/13/21L)

1

(6/23/27) (Nov. 27, 26D)

1

(9/26/28G)

1

1930.- (4/21/31W)

Miss. 1933 ✓

C

R



SHELF-NO.

✓
VOLS.

5639.285

1

Forbes, W.C. The romance of
business.

ADDITIONS

Orig. Miss. 1930 ✓

A

1

Bost. 1921. - ~~11/2/210~~ 4/21/28G
(11/2/210)



SHELF-NO.

VOLS.

5639.286

1

MacFarlane, C.A. Principles &

ADDITIONS

practice of direct advertising.
Hamilton. [1915.]-9/23/21



SHELF-NO.

✓
VOLS.

5639.287

1

Fischer, A.T. Window and store
display.

ADDITIONS

Garden City. 1921.-9/21/21C



SHELF-NO.

VOLS.

5639.288

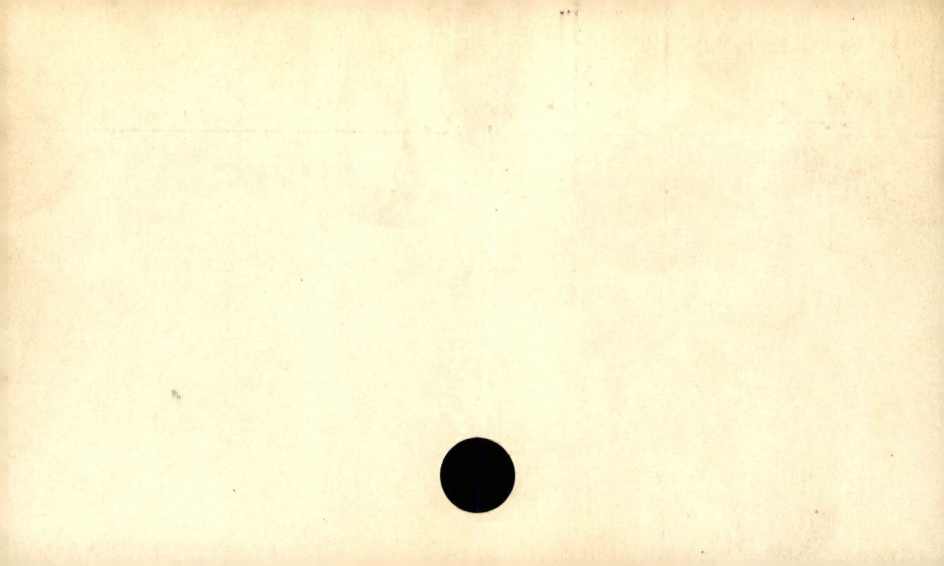
1

Hall, W. J. The salesman's kindergarten.

ADDITIONS

Miss. 1926 No repl.

N. Y. [1921.] - 6/23/21E 6/2/25K



SHELF-NO.

✓
VOLS.

5639.289

1

Whitehead, H. How to run a store.

ADDITIONS

Miss. 1930 ✓ A

1

N.Y. [1921.] - 10/27/21N 2/6/30B
(3/6/24D)



SHELF-NO.

VOLS.

HF5351

.B862 v.11

5639.290

1

Regan, J.M. Financing a business.

ADDITIONS

A Rem.to
HF5550.R4

A

1

Chic. 1920.-10/14/21I
(4/1/24K)



SHELF-NO.

VOL^S.

5639.291

2

Language for men of affairs.

ADDITIONS

N.Y. 1920.

v.1 (~~6/11/21G~~)(~~8/5/24A~~)(1/31/31P)

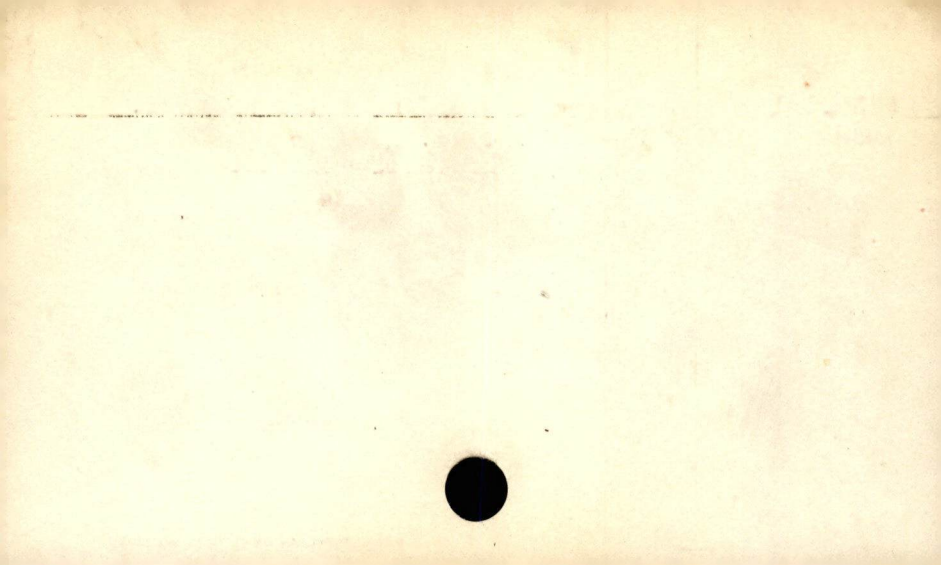
v.2 (11/7/24N)

v.2 Mess. Sept. '26
O.P.

A

1

v.1 (11/7/24N)



SHELF-NO.

✓
VOLS.

5639.292

2

Lazarus, A. Department store or-
ganization.

ADDITIONS

N.Y. [1926.]-9/14/27I



SHELF-NO.

VOLS.

~~5639.293~~

1

Sprague, J.R. The making of a

ADDITIONS

Miss. 1932,

No repl.

merchant.

N.Y. 1928.-4/24/28P



SHELF-NO.

✓
VOLS.

5639.294

1

Whitehead, H. Problems of the
executive.

ADDITIONS

N.Y. [1927.]-9/22/27A



SHELF-NO.

✓
VOLS.

5639.295

1

Gilbreth, L.M. The psychology of
management.

ADDITIONS

1

N.Y. 1914.-5/27/14N
(11/3/26)

A



SHELF-NO.

✓
VOLS.

5639.296

1

Forbes, B.C. Finance, business and

ADDITIONS

the business of life.

[N.Y.] [1915.]-1/10/19



SHELF-NO.

✓
VOLS.

5639.297

1

Myers, C.S. Industrial psychology.

ADDITIONS

N.Y. [1925.]-10/24/27J



SHELF-NO.

✓
VOLS.

5639.298

2

Northeastern College...Bost.

ADDITIONS

Y.M.C.A. Sch.Bus.Adm.Cat.1926/27
Bost. 1926.-1926-28-9/28/27
1928-32 (Mar.31,34)



SHELF-NO.

VOLS.

~~5639-299-~~

1

Office Appliance Manual, The.

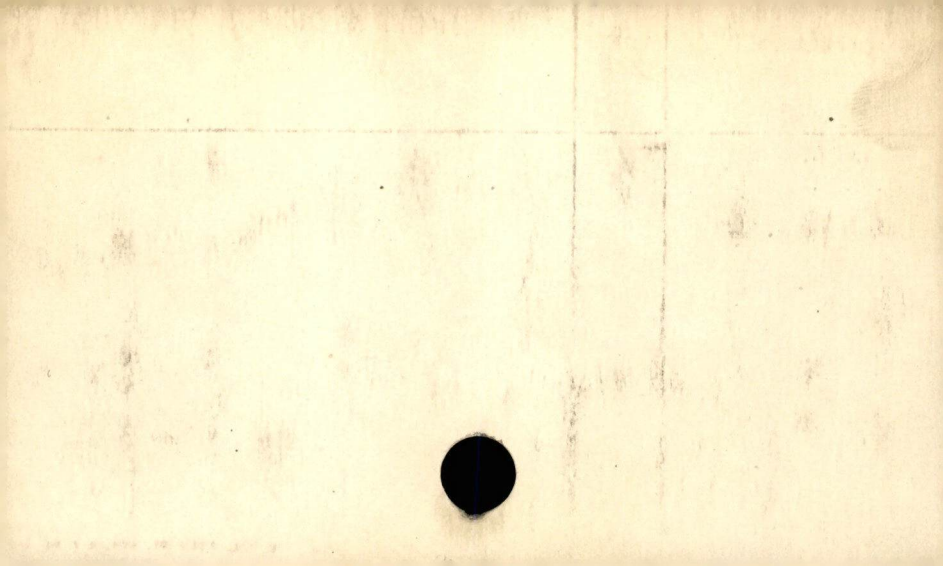
ADDITIONS

B.H.R. Miss. 1936

[1926]

Chic. [1926.]-6/1/28N

Repl'd on
*HF5548.L4



Shelf 5639

300 ^x	310 ^x	320 ^x	330 ^x	340 ^x	350 ^x	360 ^x	370 ^x	380 ^x	390 ^x
301	311 ^x	321 ^x	331 ^x	341 ^x	351 ^x	361 ^x	371 ^x	381 ^x	391 ^x
302 ^x	312 ^x	322 ^x	332 ^x	342 ^x	352 ^x	362 ^x	372 ^x	382 ^x	392 ^x
303	313 ^x	323 ^x	333 ^x	343 ^x	353 ^x	363 ^x	373 ^x	383 ^x	393 ^x
304 ^x	314 ^x	324 ^x	334 ^x	344 ^x	354 ^x	364 ^x	374 ^x	384 ^x	394 ^x
305	315 ^x	325 ^x	335 ^x	345 ^x	355 ^x	365 ^x	375 ^x	385 ^x	395 ^x
306 ^x	316 ^x	326 ^x	336	346 ^x	356 ^x	366 ^x	376 ^x	386 ^x	396 ^x
307 ^x	317 ^x	327 ^x	337 ^x	347 ^x	357 ^x	367 ^x	377 ^x	387 ^x	397 ^x
308 ^x	318 ^x	328	338 ^x	348 ^x	358 ^x	368 ^x	378 ^x	388 ^x	398 ^x
309 ^x	319 ^x	<u>329</u>	339 ^x	349 ^x	359 ^x	369 ^x	379 ^x	389 ^x	399



SHELF-NO.

✓
VOLS.

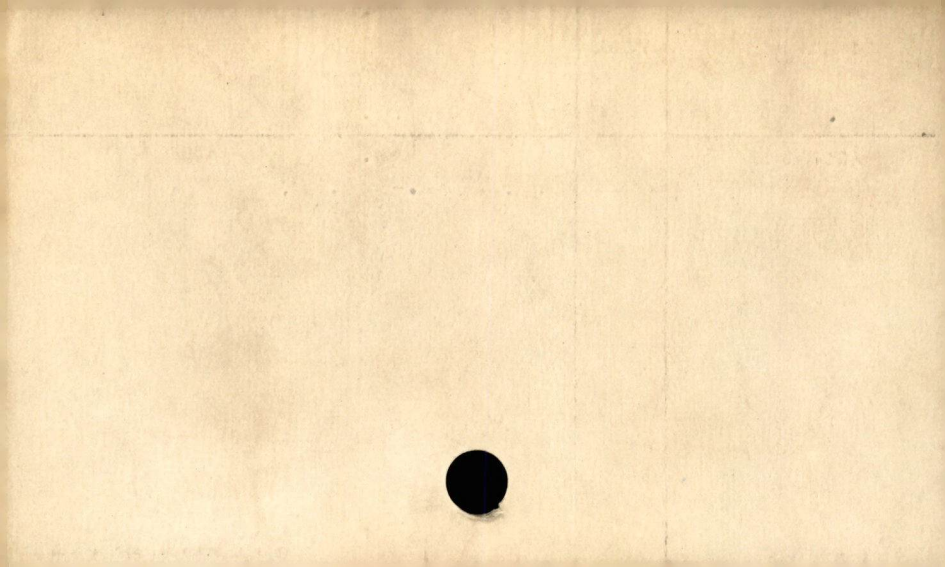
5639.300

1

Dennison, H.S. Organization

ADDITIONS

engineering.
N.Y. 1931.-Feb.20,31BB



SHELF-NO.

VOLS.

~~5859-801~~

ADDITIONS

Miss. 23,
O.P. 7/35

1

Aughinbaugh, W.E. Advertising for
trade in Latin America.

N.Y. 1922.-2/1/22A



SHELF-NO.

✓
VOLS.

5639.302

1

✓
Wilbur, M.A. Every-day business for
women.

ADDITIONS

Bost. [1910.]-(7/25/36)



SHELF-NO.

VOLS.

~~5639.303~~

1

~~Hall, S.R. Writing an advertise-~~
~~ment.~~

ADDITIONS

Bost. [191-?]-5/24/22P

Miss.23



SHELF-NO.

VOLS.

HF5351

.B862

v.10

5639.304

1

Robinson, M.H. Organizing a
business.

ADDITIONS

Chic. 1920.-12/15/21I
(4/1/24K)

1

A Rem.to
HF5351.R56

A



SHELF-NO.

VOLS.

~~5639.305~~

~~1~~

~~Reynolds, Pub. Co. Bare-handed
selling.~~

~~N.Y. [1922.]-2/25/22F~~

ADDITIONS

Miss. 1926
O.P. Aug. 29



SHELF-NO.

✓
VOLS.

5639.306

1

Hoenig, L. J. Modern methods
in selling.

ADDITIONS

Indianapolis [1922.] - 3/17/22H
8/27/27E
(12/21/28D)

Miss. 1931✓

A

1



SHELF-NO.

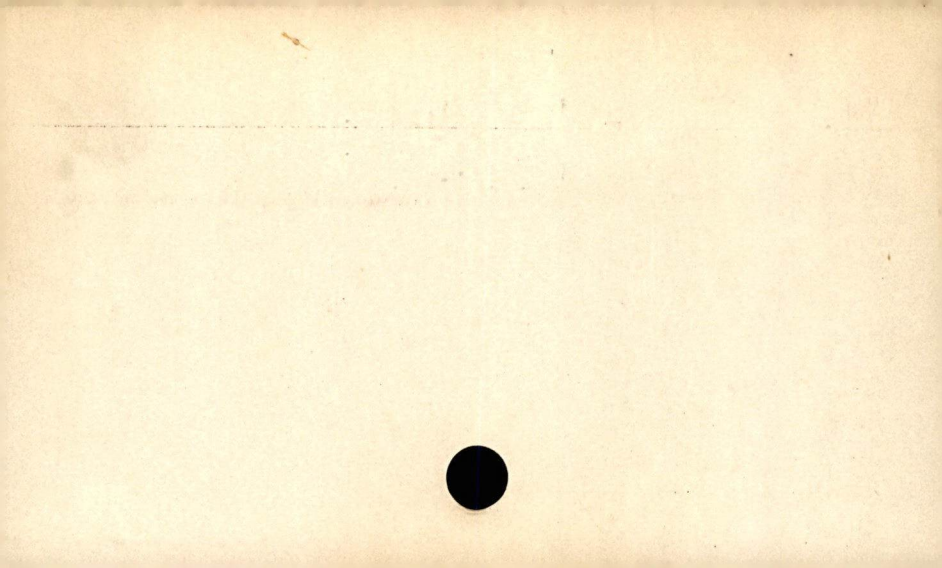
✓
VOLS.

5639.307

1

✓
Hungerford, E. The romance of a
great store. Macy Co. N.Y.
N.Y. 1922.-4/13/22

ADDITIONS



SHELF-NO.

VOLS.

5639.308

1

Walter, F.W., ed. The retail

ADDITIONS

charge account.

N.Y. 1922.-5/18/22G



SHELF-NO.

VOLS.

5639.309

1

Charters, W.W. How to sell at
retail.

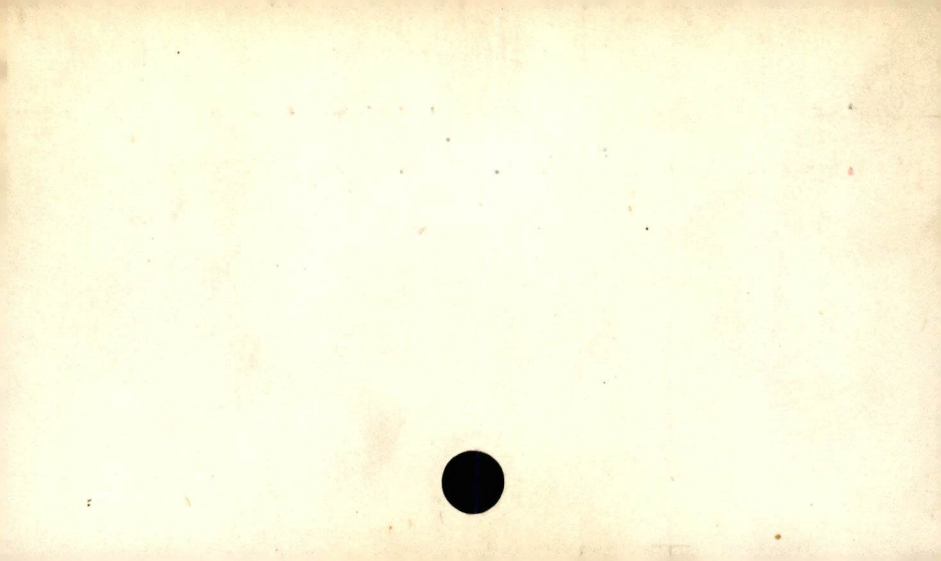
ADDITIONS

Miss. 1929[✓]

R

1

Bost. 1922.-5/29/22H
[1927.]-(10/22/29F)



SHELF-NO.

VOLS.

~~5639.310~~

1

Hysell, H. The science of
purchasing.

ADDITIONS

Miss. 1933

N.Y. 1922.-5/31/22A

No repl.



SHELF-NO.

VOLS.

5639.311

1

Maxwell, W.M. Salesmanship.

ADDITIONS

Miss. 1932

A

1

Bost. [191-?] -5/13/22B
(2/4/24E)



SHELF-NO.

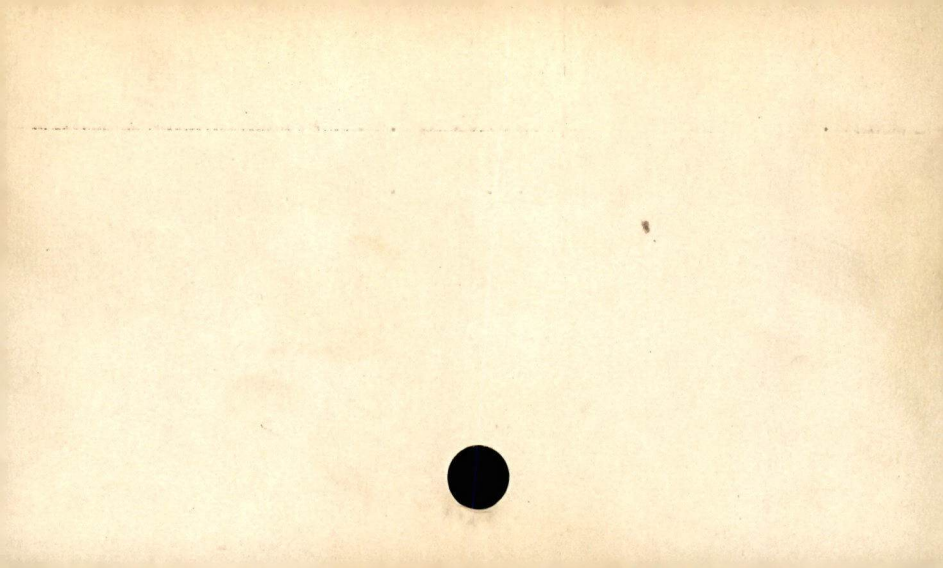
✓
VOLS.

5639.312

1

✓
Russell, F.A. Management of the
sales organization.
N.Y. 1922.-11/16/22P

ADDITIONS



SHELF-NO.

✓
VOLS.

5639.313

1

Schoch, P., etc. Elements of
business.

ADDITIONS

N.Y. [1918.]-6/10/22D



SHELF-NO.

✓
VOLS.

5639.314

1

Nash, A. The golden rule in
business.

ADDITIONS

N.Y. [1923.]-6/26/23K
[1930.]- (3/9/32Z)

R

1



SHELF-NO.

✓
VOLS.

5639.315

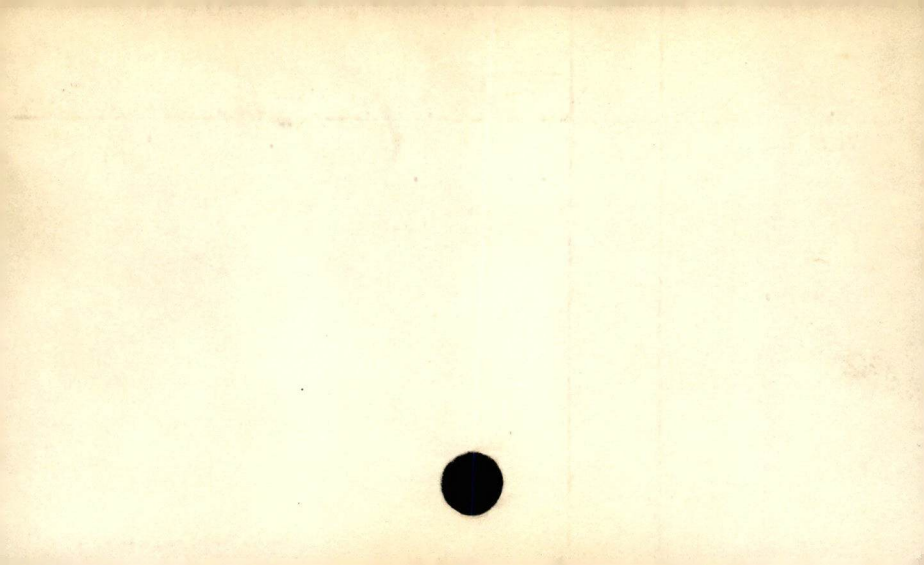
1

Stockder, A.H. Business owner-

ADDITIONS

ship organization.

N.Y. 1922.-6/16/22G



SHELF-NO.

¹
VOLS.

5639.316

1

Brisco, N.A. Fundamentals of
salesmanship.

ADDITIONS

Miss. 1931

N.Y. 1926.-2/27/23A 9/14/28L

1

(11/30/28D)

1

(4/5/23D) (6-6-30D)



SHELF-NO.

VOLS.

~~5639-317~~

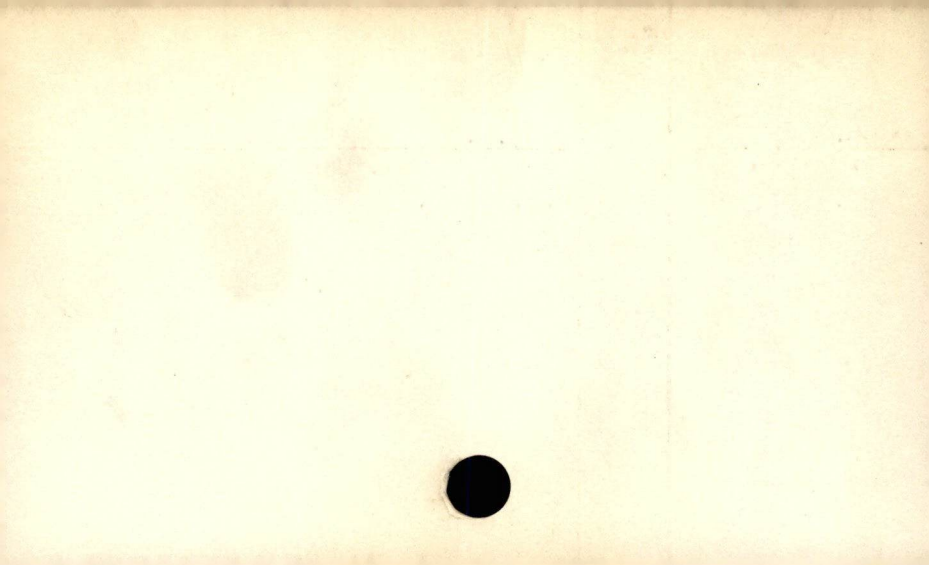
1

Dunn, A. Scientific selling and
advertising.

ADDITIONS

Miss. 1930,
No repl.

N.Y. 1922.-7/28/22C



SHELF-NO.

VOLS.

5639.318

1

Mackintosh, C.H. Creative

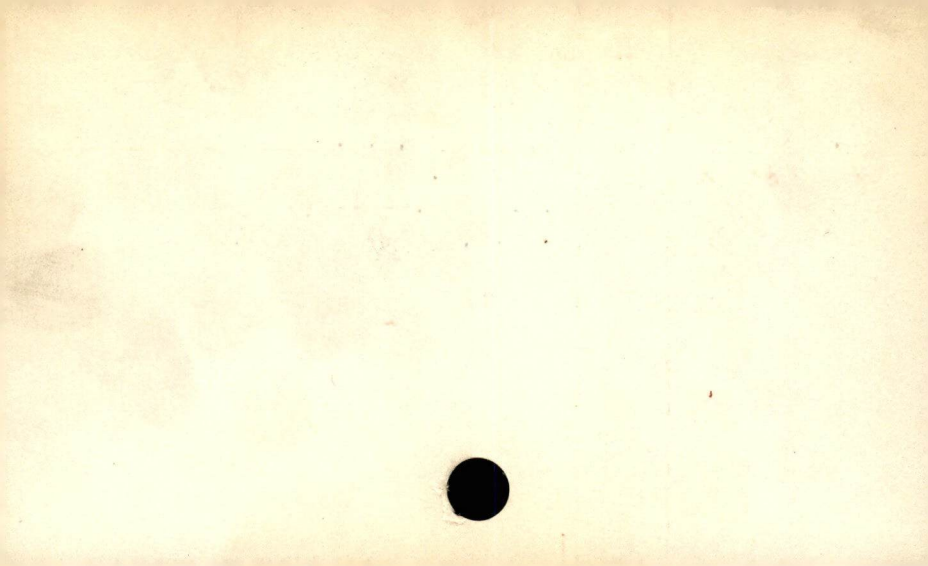
ADDITIONS
Missing 1962

No repl.

A

selling.

N.Y. 1925.-2/7/23L (11/13/29F)
1 (Mar. 9, 31M)



SHELF-NO.

VOLS.

5639.319

1

Hayward, W. S., etc. Chain stores,

ADDITIONS

their management.

Orig. Mess. Oct. '25

N.Y. 1922.-(8/3/22K)

A

1

(9/14/22K)

R

1

1925 ed. (2/11/25A)

R-A

1

1925 ed. (8/24/26A)

S

1

1928 ed. (~~12/3/28K~~) (11/27/33J)



SHELF-NO.

VOLS.

5639.320

1

KBB
Frederick, J.G. Modern sales
management.

ADDITIONS

Mess. Nov. '34 ✓

R

1

N.Y. 1923.-8/5/24M

Bus. Br.

R-A

1

1927.-(3/9/28F)
(4/28/28I)



SHELF-NO.

VOLS.

5639.321

1

U.S. Bur. of Educ. Com. Ed.

ADDITIONS

leaflets.

Wash. 1922.-No. 1-10-3/29/27

SHELF-NO.

VOLS.

5639.322

1

Bost.Ch.Commerce. Bur...Indust.

ADDITIONS

Affairs. Pract. experience in
office management.

~~Harvard Business~~
~~Branch~~

[Bost. 1921.]-11/24/24



SHELF-NO.

VOLS.

Rem. to HF5500.M3 1925

~~5639.323~~

1

Marshall, L.C. Business

ADDITIONS

administration.

Chic. [1925.]-9/14/22J 9/14/27I



SHELF-NO.

VOLS.

5639.324

1

Scott, W.D. Influencing men in
business.

ADDITIONS

N.Y. 1921.-3/16/23



SHELF-NO.

✓
VOLS.

5639.325

1

ADDITIONS

Brewer, J.M., etc. Elements of
business training.

Bost. [1926.]-8/9/260 3/17/30Y



SHELF-NO.

VOLS.

5639.326

1

The book of business etiquette.

ADDITIONS

Garden City. 1923.-~~10/26/22U~~

12/3/24I



SHELF-NO.

VOLS. ✓

5639.327

1

Leake, P.D. Commercial goodwill. ✓

ADDITIONS

Lond. 1921.-3/29/27V



SHELF-NO.

VOLS.

5639.328

2

Advertising Year Book.

ADDITIONS

922,25 Miss.27

[N.Y.] 1923.-1922-1/10/23H
1925.-(12/4/25C)

No repl.



SHELF-NO.

VOLS.

5639.329

1

Hotchkiss, G.B., etc. The leader-
ship of advertised brands.
[Garden City.] 1923.-1/10/23H

ADDITIONS

Miss. 1926

O.P. July 28



SHELF-NO.

✓
VOLS.

5639.330

1

Hoyt, C.W. Training for the
business of advertising.

ADDITIONS

Miss.H.S.1933 ✓

N.Y. [1922.] - 1/8/23D 2/17/26I

1

(4/5/26B)

1

(10/6/28G)

7
A
B
1



SHELF-NO.

VOLS.

~~5639.331~~

1

Lippincott, W. Outdoor

ADDITIONS

advertising.

N.Y. 1923.-3/20/23M 2-14-310

Miss. 1936

No repl.



SHELF-NO.

VOLS.

5639.332

1

Harriman, N.F. Principles of
scientific purchasing.
N.Y. 1928.-11/23/28C

ADDITIONS



SHELF-NO.

VOLS.

~~5639.333~~

1

Read, J. B. The law of sales.

ADDITIONS

MAR. 1939

N.Y. 1923.-2/27/23E

No repl.



SHELF-NO.

~~V~~OLS.

5639.334

1 Gushée, E.T., etc. Scientific
purchasing.

ADDITIONS

N.Y. 1928.-5/24/28I



SHELF-NO.

✓
VOLS.

5639.335

1

Herrold, L.D. Advertising for the
retailer.

ADDITIONS

N.Y. 1923.-6/26/23H

May 10



SHELF-NO.

VOLS.

5639.336

1

Cherington, P.T. Advertising as
a business force.

ADDITIONS

N.Y. 1921.-11/13/23G

Miss.28

No repl.



SHELF-NO.

VOLS.

5639.337

1

Ferris, E. E. etc. Salesmanship.

ADDITIONS

A

1

N.Y. [1924.] - 8/22/25A 12/27/30G

(8-22-35A)



SHELF-NO.

VOLS.

5639.338

1

Hess, H.W. Creative salesmanship.

ADDITIONS

Phila. [1923.] 1929.-4/12/23K

~~Miss.31~~

Miss.27

A

1

2/10/31Q
(8/20/24C)



SHELF-NO.

VOLS.

~~5639.229~~

1

Hahn, L., etc. The merchants'
manual.

ADDITIONS

Miss. 1930 on
H.S.

N.Y. 1924.-1/4/24B

Repl. on
HF5429.H26



SHELF-NO.

VOLS.

5639.340

1

Maynard, H. H., etc. An intro-
duction to business.
N. Y. [1925.] -11/21/27C

ADDITIONS



SHELF-NO.

VOLS.

~~5639.341~~

1

Burnham, A.C. Building your own
business.

ADDITIONS

Miss. 1931,
No repl.

N.Y. 1923.-4/6/23B



SHELF-NO.

VOLS. ✓

5639.342

1

Trampezynski, W. Zpraktyki
kupieckiej.
Warszawa. 1913.-6/30/24A

ADDITIONS



SHELF-NO.

VOLS.

5639.343

1

Bloomfield, D., comp. The modern
executive.

ADDITIONS

N.Y. 1924.-6/13/24A



SHELF-NO.

VOLS.

~~5639.344~~

ADDITIONS

Cond. VI/51

Miss. 1935 ✓

R

Miss. Apr. 31 ✓

S

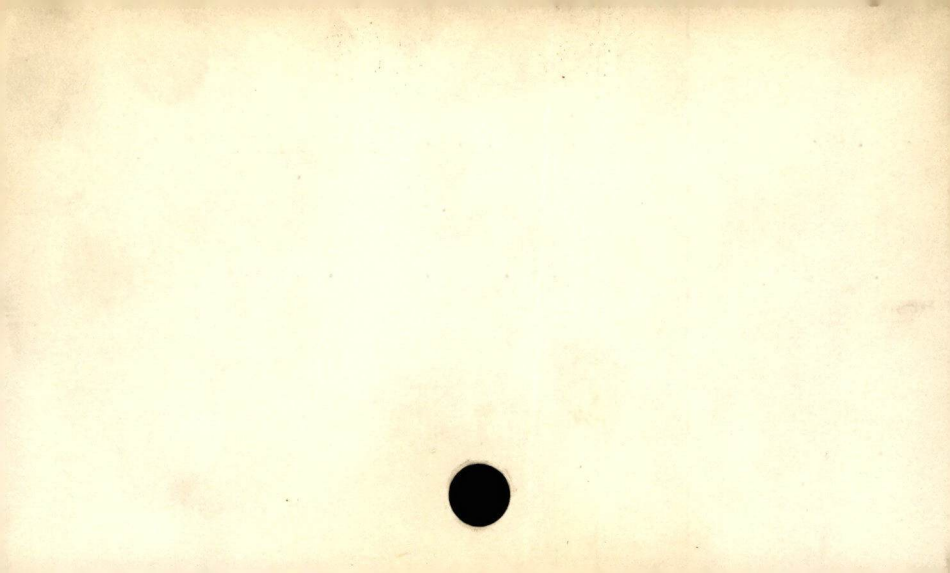
1 Schell, E.H. The technique of

executive control.

N.Y. 1924.-5/12/24R

1 1926.-(9/27/26H)

1 3d.ed.1930.-(Mar.5,30BB)



SHELF-NO.

VOLS.

5639.345

1

Henderschott, F.C., etc. Employ-
ment. Dept. of employee
relations.

ADDITIONS

Chic. [1918.]-12/3/19E



SHELF-NO.

VOLS.

5639.346

1

Muensterberg, H. Business

ADDITIONS

psychology.

Chic. 1920.-4/1/24K

Miss. 1900 on H.S



SHELF-NO.

VOLS.

KBB

5639.347

1

Stevenson, J.A. Constructive

ADDITIONS

salesmanship.

N.Y. [1923.]- (6/26/23K) (2/7/28E)
(7/11/35)
(9/1/28D)

Bus.Br.

A

1



SHELF-NO.

VOLS.

~~5639.348~~

1

Muensterberg, H. Psychology and
industrial efficiency.
Bost. [191-?]-6/18/24D

ADDITIONS

Removed to
BF56
.M82
1913a



SHELF-NO.

VOLS.

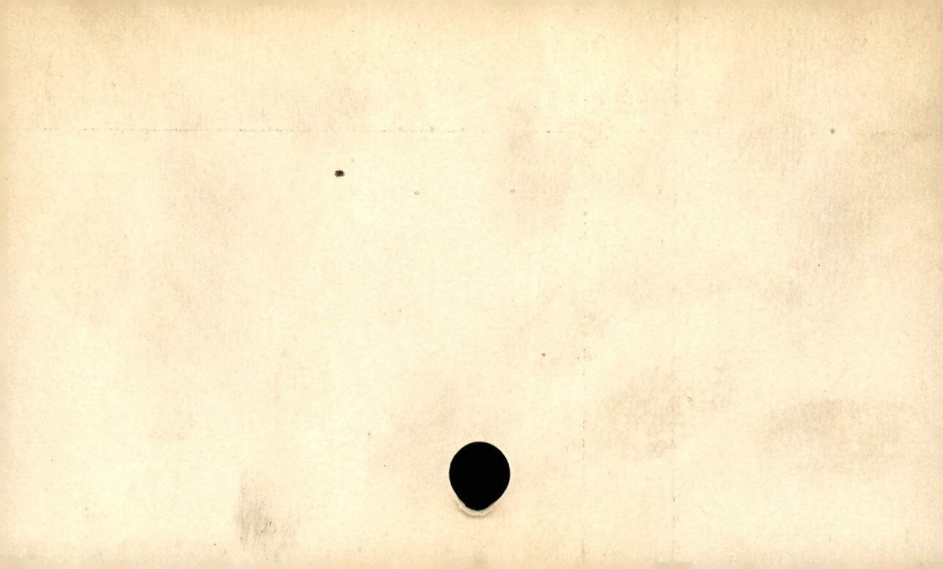
5639.349

1

Foster, O.D. Stimulating the
organization.

ADDITIONS

N.Y. 1923.-5/8/23K



SHELF-NO.

VOLS.

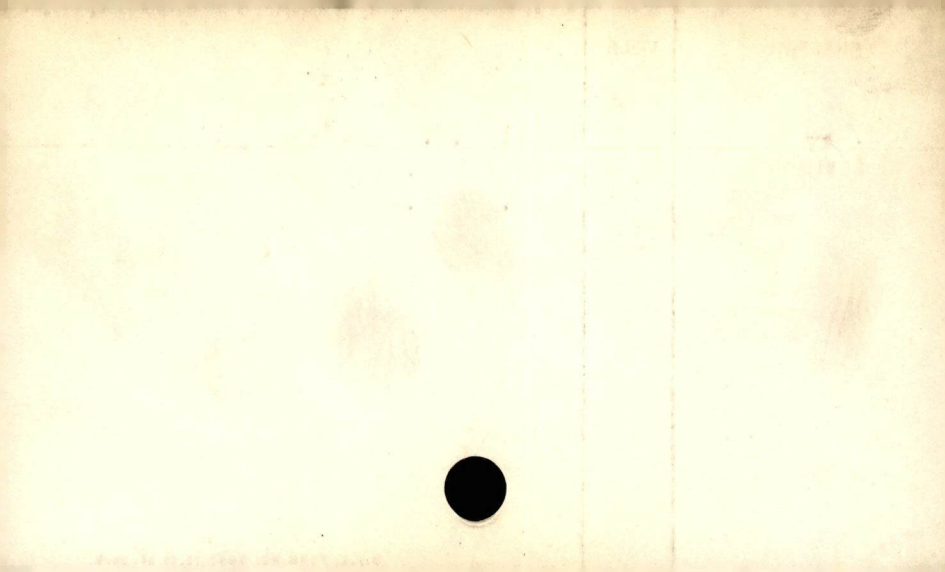
~~5639.350~~

1 Wheeler, E. Tested selling
sentences.
Balt. 1932.-6/5/33L

ADDITIONS

MISS. 1939 ✓

No repl.



SHELF-NO.

VOLS.

5639.351

1

McClure, M. T. How to think in
business.

ADDITIONS

Miss. 27 ✓

1

N. Y. 1923.-7/28/23E
(9/20/26A)

A



SHELF-NO.

✓
VOLS.

5639.352

ADDITIONS

✓ R
R-A
✓

✓
1

✓
Lyon, L.S. Education for
business.

Chic. [1923.] - 8/6/25M 7/10/25D
[1932.] - (4/16/36B)
1
1 (8/3/38J)



SHELF-NO.

✓
VOLS.

5639.353

ADDITIONS

1

✓
Henderson, C.A. Personality and
business efficiency.
N.Y. [1923.]-9/14/23F



SHELF-NO.

VOLS. ✓

5639.354

1

Sclater, R.L. Elements of
retailing.
N.Y. 1923.-9/20/23F

ADDITIONS



SHELF-NO.

VOLS.

5639.355

1

Clark, W. Shop and office forms.

ADDITIONS

N.Y. 1925.-9/22/25R



SHELF-NO.

VOLS ✓

5639.356

1

Hitchcock, C.N., ed. Forms,

ADDITIONS

records and reports in personnel
administration.

Chic. [1923.]-1/8/24D



SHELF-NO.

VOLS.

5639.357

1

Robinson, W. Fundamentals of
business organization.
N.Y. 1925.-6/9/250

ADDITIONS



SHELF-NO.

VOLS.

5639.358

1

Weaver, A. Office organization

ADDITIONS

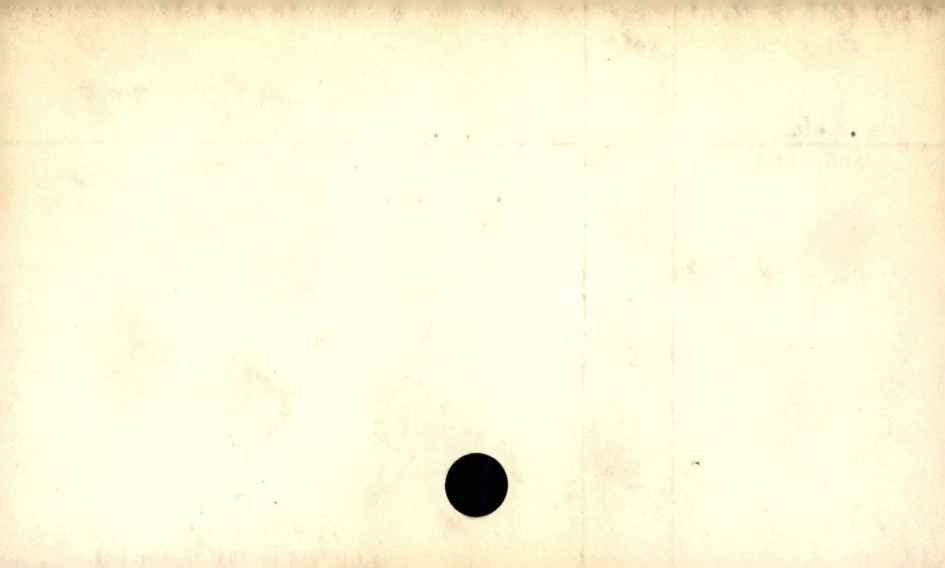
and practice.

Bost. [1923.]-9/26/23G

(2/21/29E)

A

1



SHELF-NO.

VOLS.

~~5639.359~~

1

Leffingwell, W.H. Office manage-
ment.

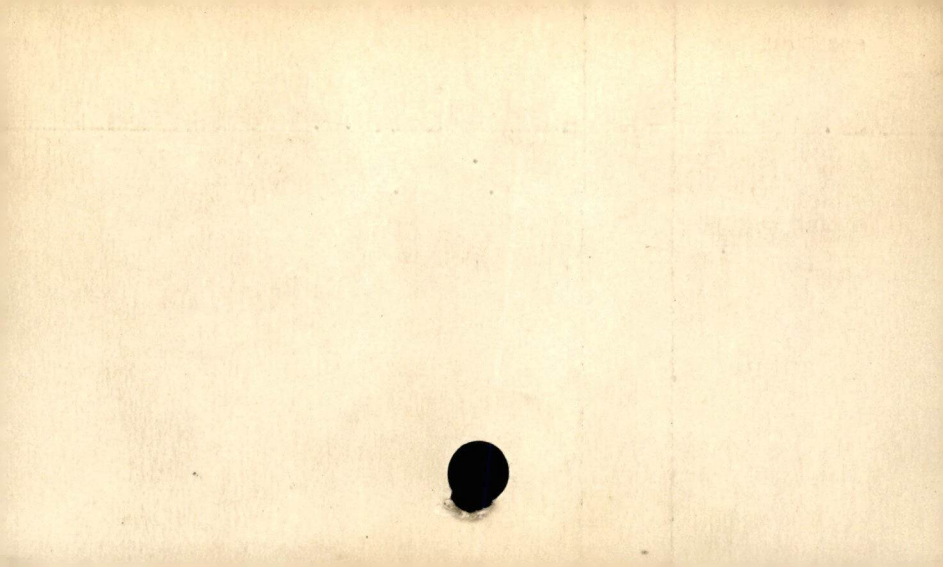
ADDITIONS

Miss. 1940

Rem. to

HF5547.L37 1926

Chic. 1926.-4/8/26D



SHELF-NO.

VOLS.

5639.360

1

Snow, A.J. Psychology in business
relations.

ADDITIONS

Chic. 1925.-4/29/25C

1930.-(Apr.21,31W)

(9-26-34Q)

R

1

R-A

1



SHELF-NO.

VOLS. ✓

5639.361

1

Harrison, H.D. Indust.

ADDITIONS

psychology & the production of
wealth.

N.Y. 1925.-10/21/25R
(3/26/27E)

A

1



SHELF-NO.

VOLS.

5639.362

1

Laird, D.A. The psychology of
selecting men.

ADDITIONS

N.Y. 1925.-4/29/25B

1927.-4/30/27E

1937.- (5/1/40BA)

R

1



SHELF-NO.

VOLS.

~~5639.363~~

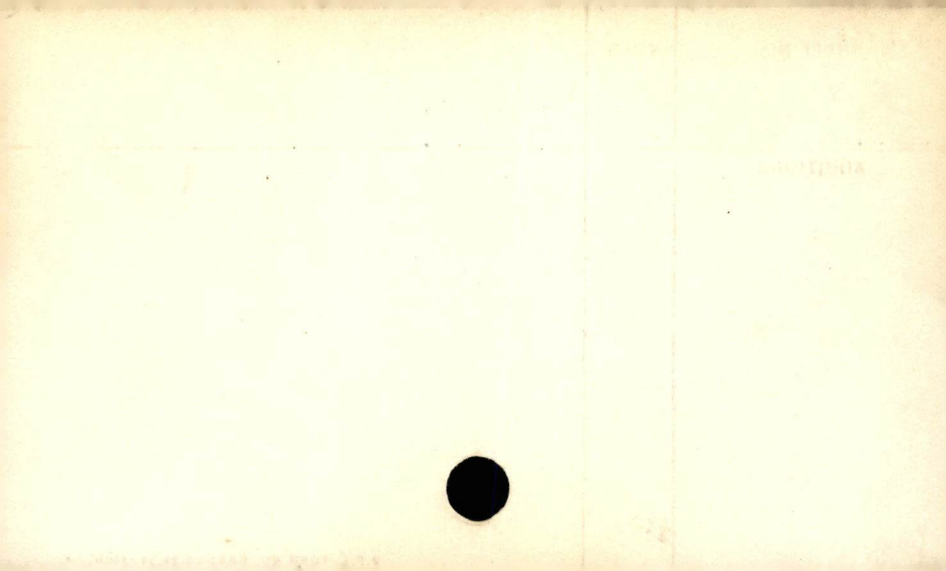
1 Allen, I.R. Personal efficiency.

ADDITIONS

Chic. 1920 1924.-4/1/24K 8/21/28B

Miss. 1931 ✓

No repl.



SHELF-NO.

VOLS.

5639.364

1

Craig, D.R., etc. Personal leader-
ship in industry.

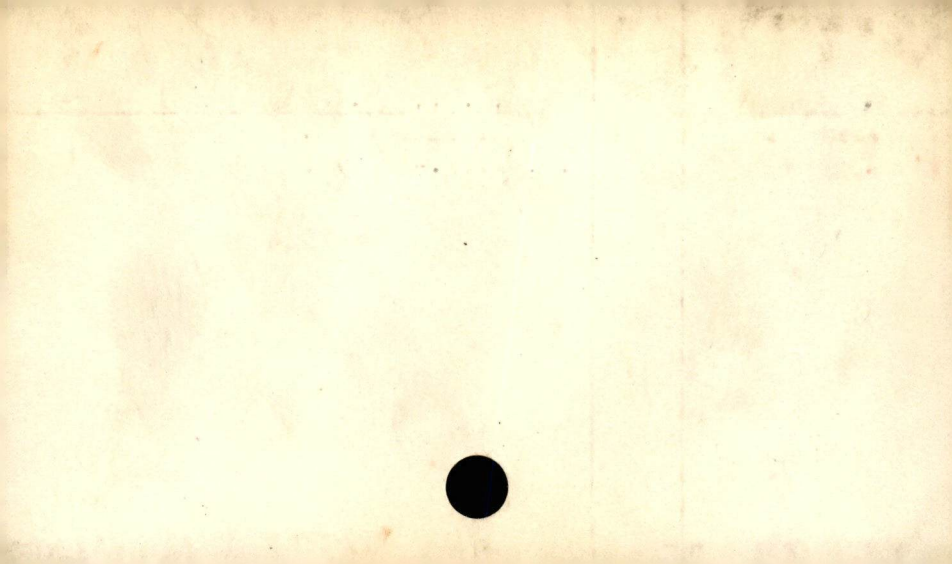
ADDITIONS

Miss. 1930 ✓

1

N.Y. 1925.-5/25/25D
(3/9/28F)

7^A



SHELF-NO.

VOLS.

5639.365

1

Hall, S.R. Handbook of sales
management.

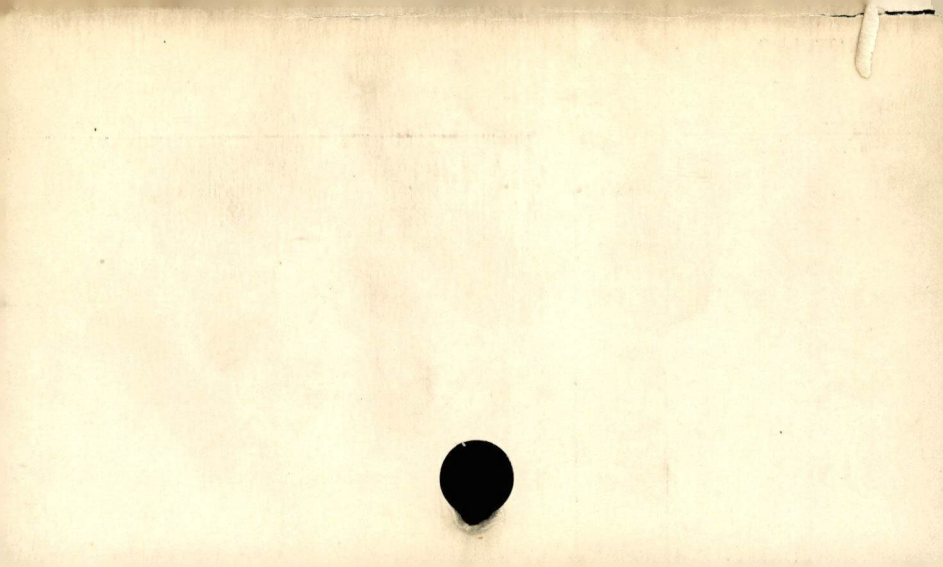
ADDITIONS

Miss. 1925✓

A

1

N.Y. 1924.-2/20/24J
(2/20/24J)



SHELF-NO.

VOLS.

5639.366

1

Beckmen, T.N., etc. Collection

ADDITIONS

correspondence and agency
practice.

N.Y. 1925.-6/20/25F



SHELF-NO.

VOLS.

5639.367

1

Griffin, B.W. Installment sales

ADDITIONS

and collections.

N.Y. 1922.-3/10/24A



SHELF-NO.

VOLS. ✓

5639.368

1

✓
Hoffman, M.E. The buying habits
of small town women.

ADDITIONS

Kansas City. 1926.-12/22/26B



SHELF-NO.

✓
VOLS.

5639.369

1

Dinsmore, J.C. Purchasing
principles and practices.
N.Y. 1922.-3/10/24A

ADDITIONS



SHELF-NO.

VOLS.

5639.370

1

Filene, E.A. More profits from
merchandising.

ADDITIONS

N.Y. 1926.-8/24/26A



SHELF-NO.

VOLS.

5639.371

1

Bost.Ch.of Commerce. Bur.Indust.

ADDITIONS

Affairs. Cutting out the "blue
tripe".

[Bost. 1925.]-4/9/25



SHELF-NO.

VOLS.

5639.372

1

Parsons, C.C. Office organiza-
tion and management.
Chic. 1920.-4/1/24K

ADDITIONS

Mess. Nov. '34



SHELF-NO.

✓
VOLS.

5639.373

1

✓
Greene, J.H. Principles and
methods of retailing.
N.Y. 1924.-9/30/24L

ADDITIONS



SHELF-NO.

VOLS.

HF5351

.B862

v.13

5639.374

1 Nystrom, P.H. Retail store
management.

ADDITIONS

Chic. 1923.-4/1/24K



SHELF-NO.

VOLS. ✓

5639.375

ADDITIONS

1

✓
Gutelius, J. P. High lights on
auctioneering.

Kansas City. [1922.]-10/23/23F



SHELF-NO.

VOLS.

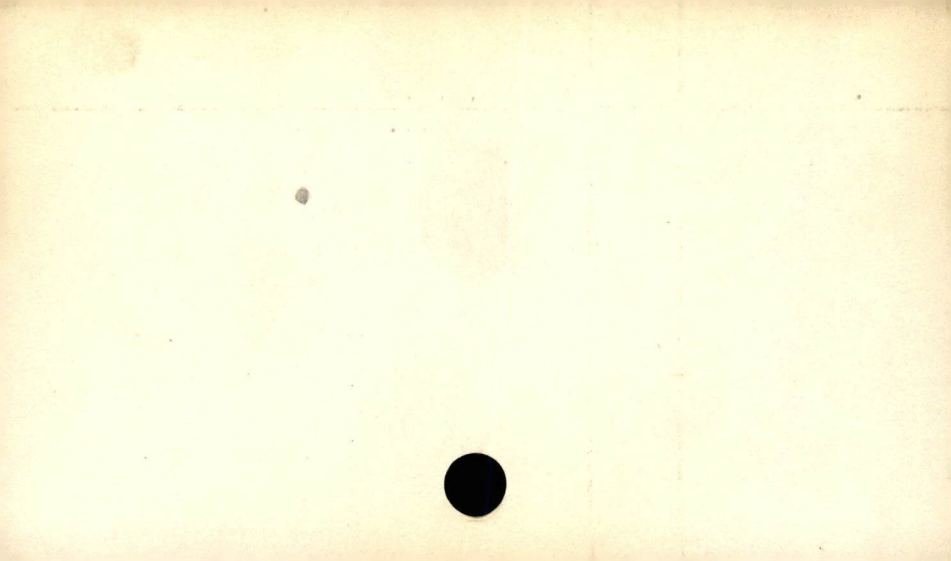
5639.376

1

Filene, E.A. New responsi-

ADDITIONS

bilities...buyer.
Bost. 1928.-2/20/28



SHELF-NO.

VOLS.

~~5639-377~~

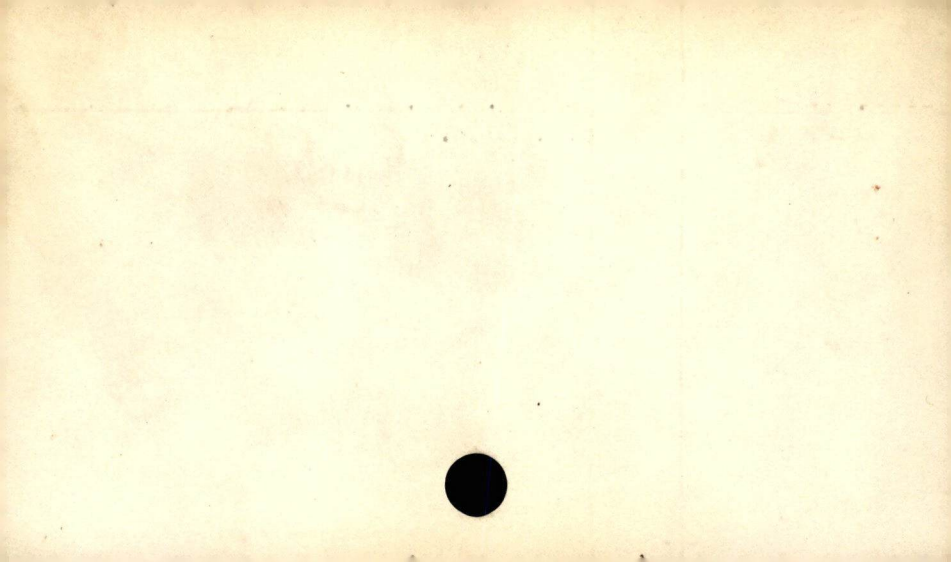
1 Brisco.N.A..etc. Retail buying.

ADDITIONS

N.Y. 1928.-1/8/29B

Miss. 1935

Repl. on
HF5437.B68



SHELF-NO.

VOLS

5639.378

1

~~BRISCO, N.A.~~ Principles of re-
tailing.

ADDITIONS

Miss.1932 ✓

R

1

N.Y. 1927.-1/8/29B

--- Retailing.

1935.-2/11/36V

1937.-1/4/38U

SHELF-NO.

VOLS.

5639.379

1 Tipper, H., etc. Advertising
campaigns.

ADDITIONS

N.Y. 1923.-11/7/23D



SHELF-NO.

VOLS. ✓

5639.380

1

Gardiner, G.L. Pract. office

ADDITIONS

supervision.

N.Y. 1929.-4/26/29T



SHELF-NO.

VOLS. ✓

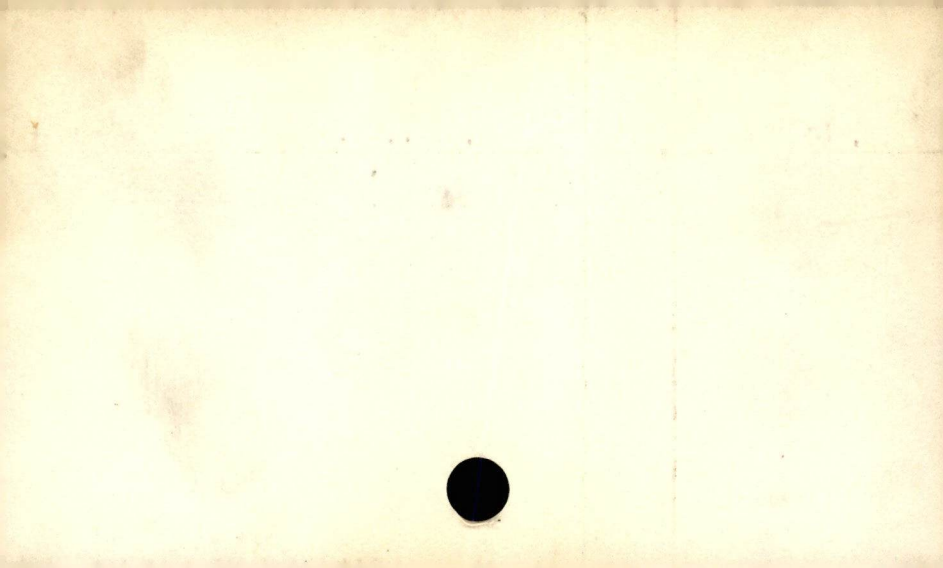
5639.381

1

Praigg, N.T., ed. Advertising
and selling.

ADDITIONS

[Garden City.] - 1923. - 1/15/24B
10/2/25C



SHELF-NO.

VOLS. ✓

5639.382

1

Fri, J.L. Retail merchandising
planning and control.

ADDITIONS

N.Y. 1926.-6/8/29B

lost. Jan. 32 ✓ R

1

[1927.]-(3/5/29R)



SHELF-NO.

VOLS. ✓

5639.383

1

Hall, S. R. Retail advertising
and selling.

ADDITIONS

N. Y. 1924. - ~~3/13/24~~ 6/4/28T



SHELF-NO.

VOLS.

5639.384

1

Donovan, H.M., etc. Advertising
response.

ADDITIONS

Missing 1962

Phila. [1924.]-10/2/24N

No repl.



SHELF-NO.

VOLS ✓

5639.385

1

MacNair, M.P. Retail method of
inventory.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS.

5639.386

1

Shaw, A.W.Co., pub. How to

ADDITIONS

develop and expand a retail
business.

A

1

Chic. [192-?]-3/19/24E
(10/28/25N)



SHELF-NO.

VOLS.

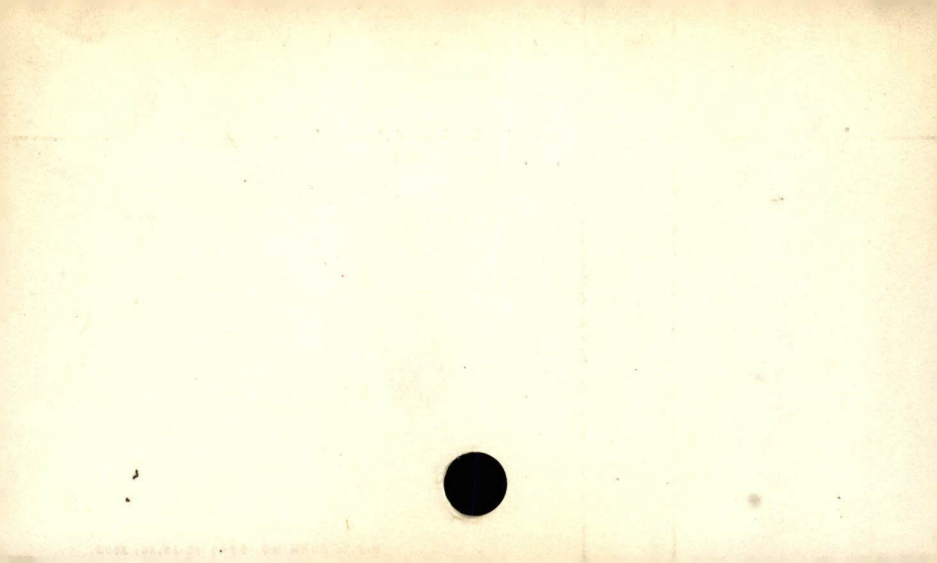
5639.387

1

Shaw, A.W. Co., pub. How to handle

ADDITIONS

...your own business.
Chic. [1924.] -5/21/24I



SHELF-NO.

✓
VOLS.

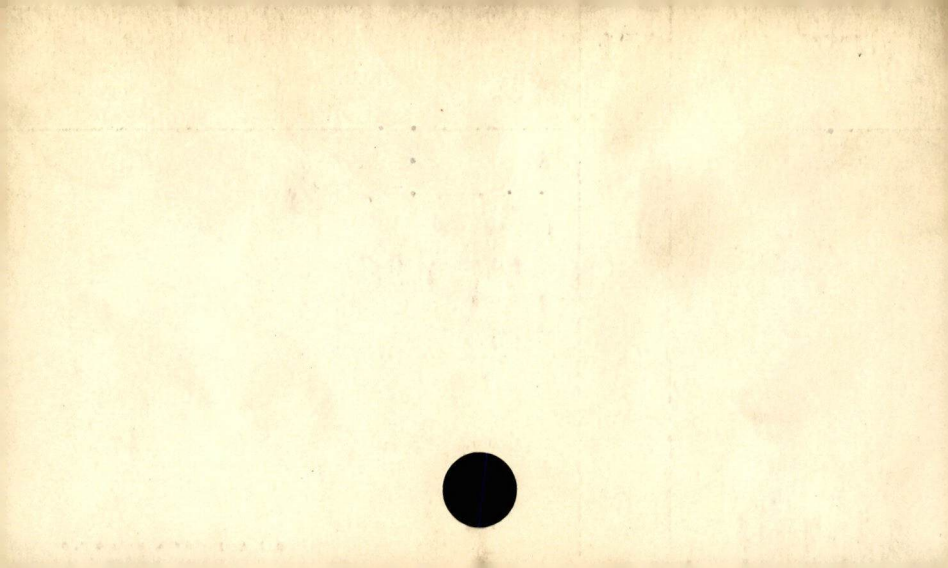
5639.388

ADDITIONS

1

Propson, C.F. Export advertising
practice.

N.Y. 1923.-3/10/24A



SHELF-NO.

VOLS.

5639.389

1

Chase, S., etc. Your money's worth.

ADDITIONS

N.Y. 1927.-7/6/27G

Miss. 1931 ✓ A

1

~~(7/19/27H)~~ X/31/40

lost Feb. 31 ✓ B

1

(4/9/28)

Miss. 1931 ✓ R

1

1928(5/16/28A)

Miss. 1930 ✓ R-A

1

(10/1/29B)

R-B

1

(Apr. 9/30A)



SHELF-NO.

VOLS.

Orig. repl. on: HF5823.R3 1928

KBB

5639.390

1

Ramsay, R.E. Effective direct

ADDITIONS

advertising.

Cond. III/47✓
Bus. Br. A

1

N.Y. 1923.-5/3/24A
(3/26/27E)



SHELF-NO.

VOLS.

HF5821
.R8

5639.391

1

Russell.G. Nuntius.

ADDITIONS

1

Lond. 1926.-5/23/27A

A,B Rem.to

A

(6/2/27G)

HF5821.R8

B

1

(11/17/27)

Copies 2,3



SHELF-NO.

VOLS.

Orig. Rem. to HF5825.H6 1924

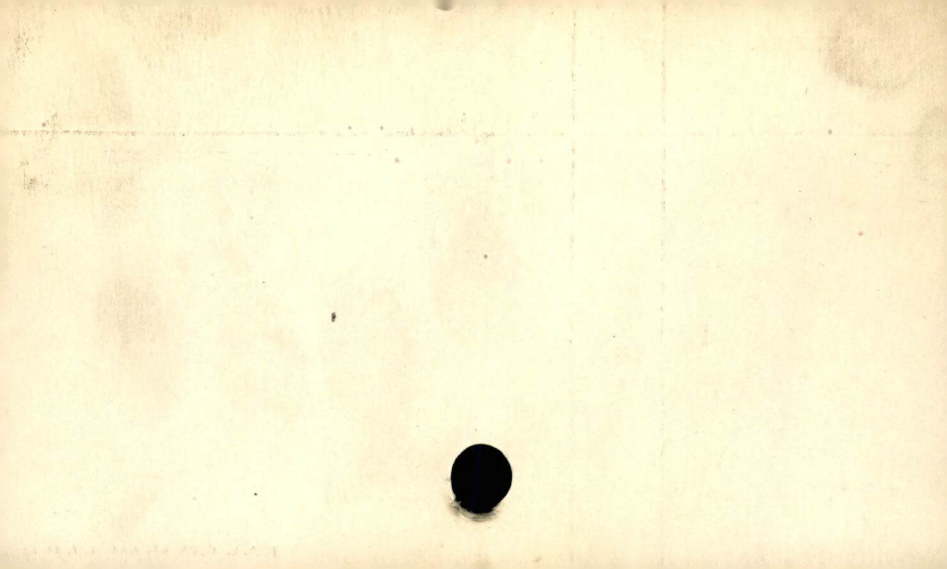
5639.392

1

Hotchkiss, G.B. Advertising copy.

ADDITIONS

N.Y. [1924.] - 5/6/24L 10/5/28R
(12-29-320)Miss. 1930 ✓
Miss. 1937 ✓A
R1
1(5/28/29K)
1936. - (8/12/360)



SHELF-NO.

VOLS.

~~5639.393~~

1

Hall, S.R. Business writing.

ADDITIONS

N.Y. 1924.-2-14-310

Rem.to
PE1115
.H25



SHELF-NO.

VOLS. ✓

5639.394

1

Rogers, E.S. Good will, trade-

ADDITIONS

marks...

Chic. [1919.]-5/21/24I



SHELF-NO.

VOLS.

5639.395

1

Updegraff, R.R. Story of cream
of wheat.

ADDITIONS

Bost. 1923.-4/10/24



SHELF-NO.

✓
VOLS.

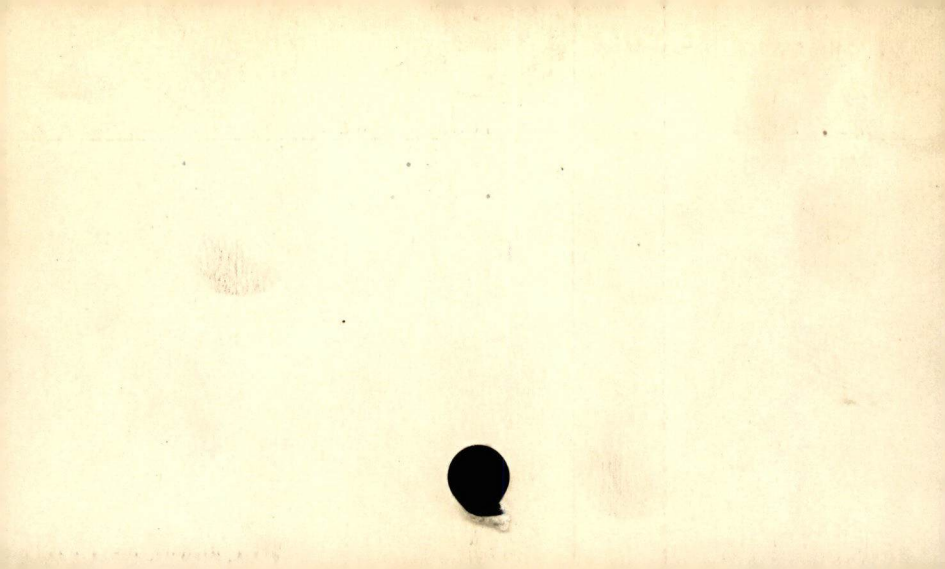
5639.396

1

✓
American Digest of Business

ADDITIONS

Machines. 1924 & suppl.
Chic. 1924.-7/28/24F



SHELF-NO.

VOLS.

~~5639.397~~

1

Beckman, T.N. Credits and

ADDITIONS

collections in theory and
practice.

Miss. 1936 ✓ R

1

N.Y. 1924.-7/15/24P
1930.-(June 13, 30M)

Orig. rem. to
9332.7A109



SHELF-NO.

VOLS.

5639.398

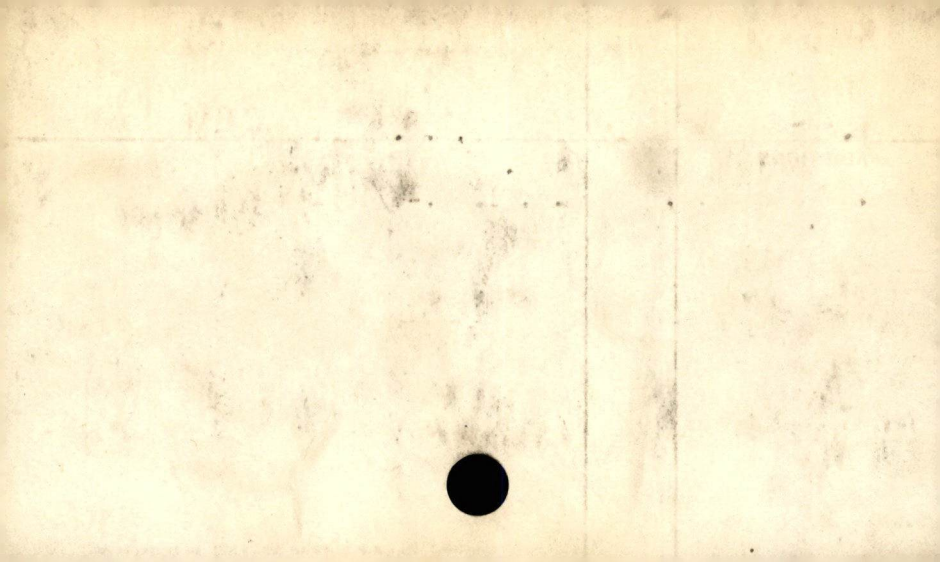
1

Calkins, E.E. The advertising
man.

ADDITIONS

Miss. 1933 on H.S.
No repl.

N.Y. 1923.-5/10/24E



Shelf 5639.....

400	410 x	420 x	430 x	440 x	450 x	460 x	470 x	480 x	490 x
401 x	411 x	421	431 x	441 x	451 x	461 x	471 x	481 x	491 x
402 x	412 x	422 x	432 x	442	452 x	462 x	472 x	482 x	492 x
403 x	413 x	423 x	433 x	443 x	453 x	463 x	473 x	483 x	493 x
404 x	414 x	424 x	434 x	444 x	454 x	464 x	474 x	484 x	494 x
405 x	415 x	425 x	435 x	445 x	455 x	465 x	475 x	485 x	495 x
406 x	416 x	426 x	436 x	446 x	456 x	466 x	476 x	486 x	496 x
407 x	417 x	427 x	437 x	447 x	457 x	467 x	477 x	487 x	497 x
408 x	418 x	428 x	438 x	448 x	458 x	468 x	478 x	488 x	498 x
409 x	419 x	429 x	439	449 x	459 x	469	479 x	489 x	499 x



SHELF-NO.

VOLS.

~~5639.401~~

2

~~Bell, S. Theory and practice
of accounting.~~

ADDITIONS

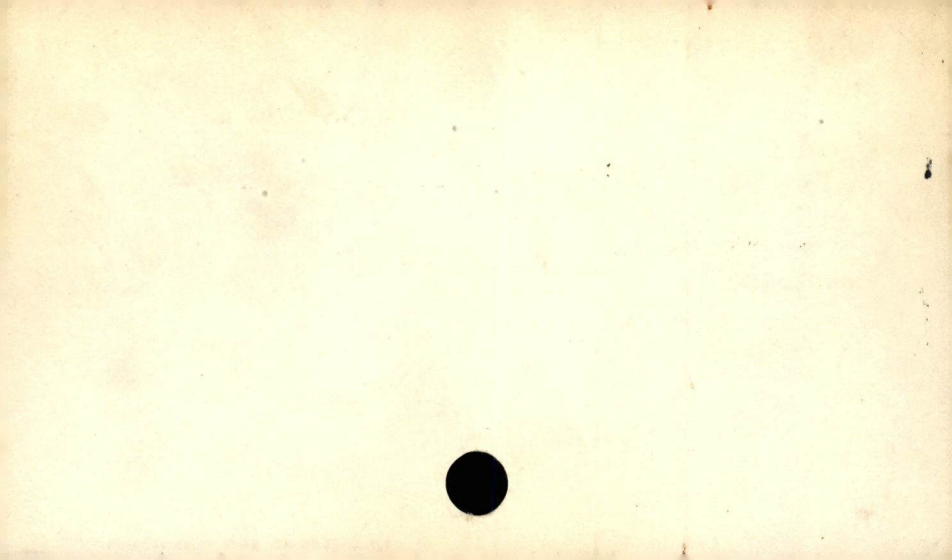
Mess. 9/38 ↓

MISS. 1939 ↓

R

1

Chic. [1928] 1929.-
9/3/34M 5/14/30H
1937.-(5/28/37WW)



SHELF-NO.

VOLS.

5639.402

2

MacKinsey, J.O. Financial

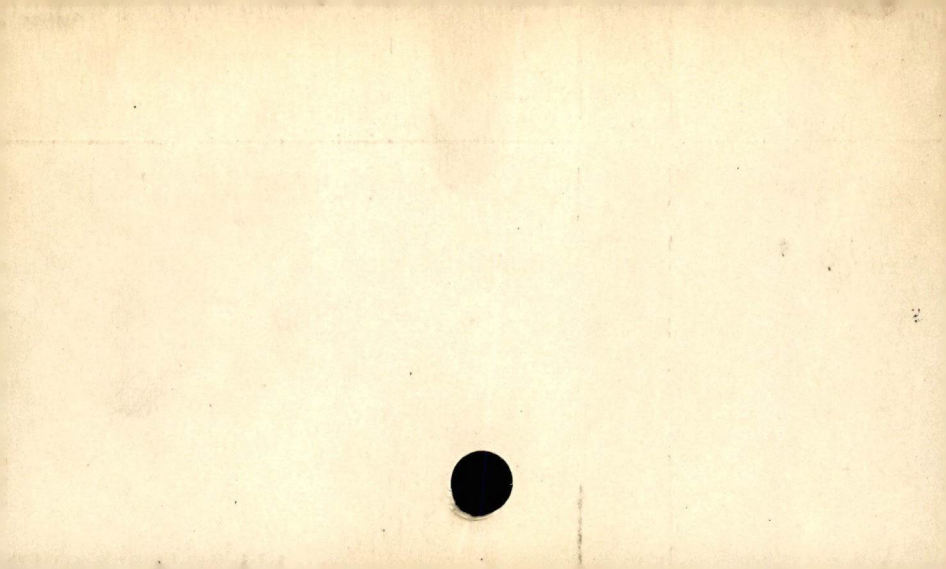
ADDITIONS

management.

Missing 1964

Chic. [1922.]-9/3/24M

No repl.



SHELF-NO.

VOLS.

5639.403

2

Simons, A.M. Production

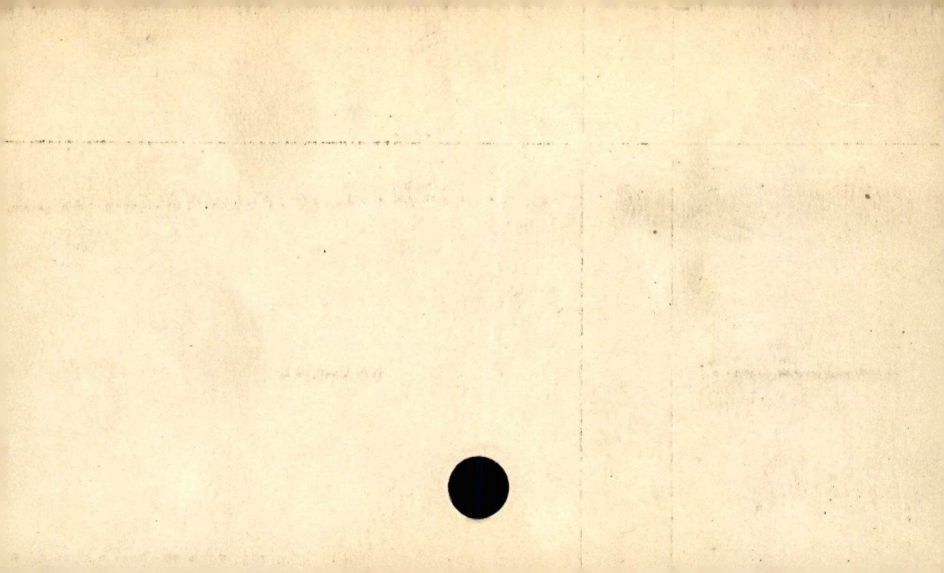
ADDITIONS

management.

V.1 - Missing 1962

Chic. [1922.]-9/3/24M

No repl.



SHELF-NO.

VOLS.

5639.404

2

Gauss, C.A., etc. Sales and
advertising.

ADDITIONS

A

2

Chic. [1922.] - 9/25/28B
v.1, 2 (9/3/24M)



SHELF-NO.

VOLS.

5639.405

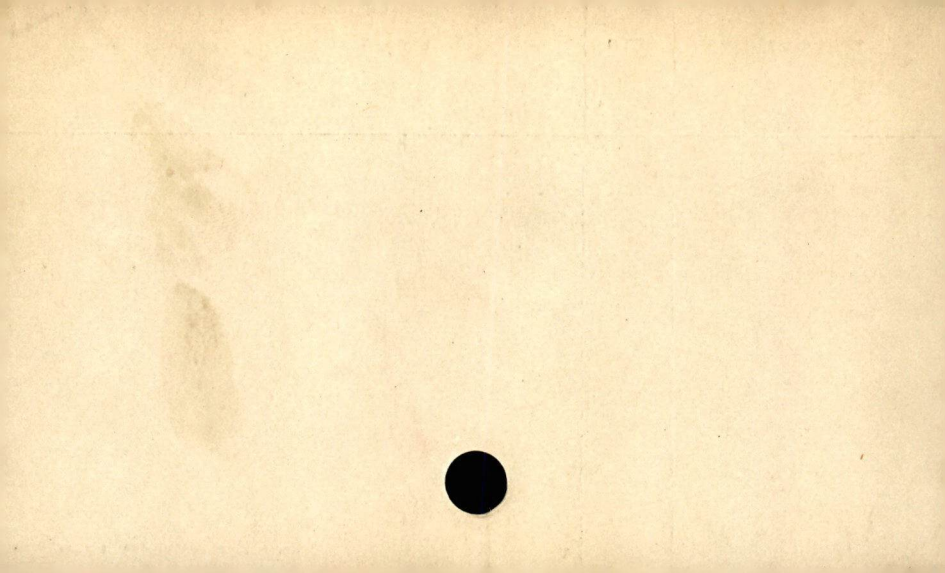
1

Hysell, H. Handling callers in the

ADDITIONS

business office.

N.Y. 1924.-3/18/29G



SHELF-NO.

VOLS. ✓

5639.406

1

Hay, R.C. Sales management

ADDITIONS

fundamentals.

N.Y. [1929.] ~~2/21/29~~

12-28-32II



SHELF-NO.

VOLS. ✓

5639.407

3

✓
Snow, A.J. Effective selling.

ADDITIONS

Chic. 1929.-3/8/29B

1907



SHELF-NO.

VOLS.

~~5639-408~~

1

Timmins, C. Selling real estate.

ADDITIONS

N.Y. 1927.-9/27/27L

Miss. 1930 ✓

No repl.



SHELF-NO.

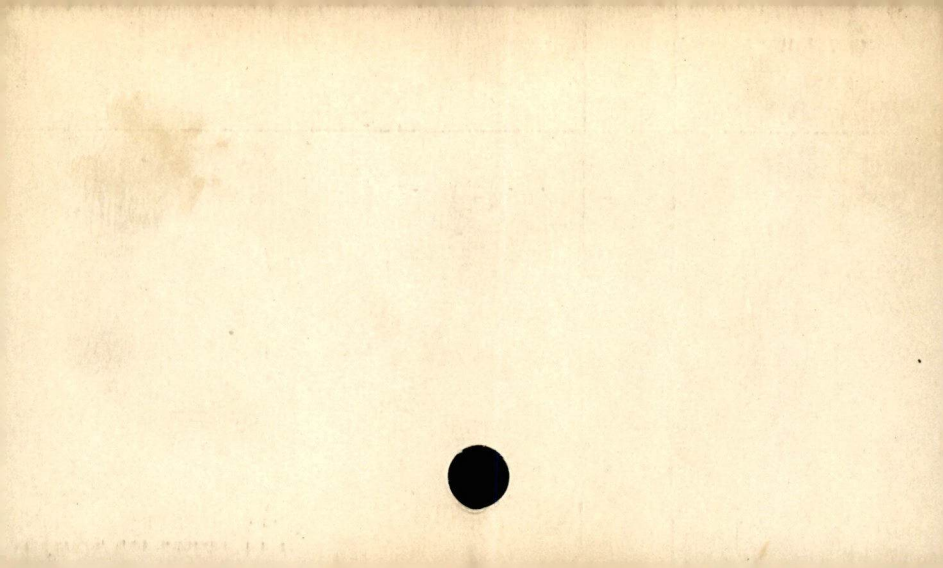
VOLS. ✓

5639.409

1

✓
Sinsheimer, A. Retail advertising
of men and boy's clothing.
N.Y. 1926.-1/8/29B

ADDITIONS



SHELF-NO.

VOLS.

Orig. & A Rem. to HF5438.R954 Oirg.
& Copy 2

R Rem. to HF5438.R954 1941

~~5639.410~~

1

Russell, F.A. Textbook of

salesmanship.

N.Y. 1924.-10/21/24D

(1/5/26B)(9-25-310)

~~A~~

1

~~R~~

1

1941.- (11/5/41F)



SHELF-NO.

VOLS.

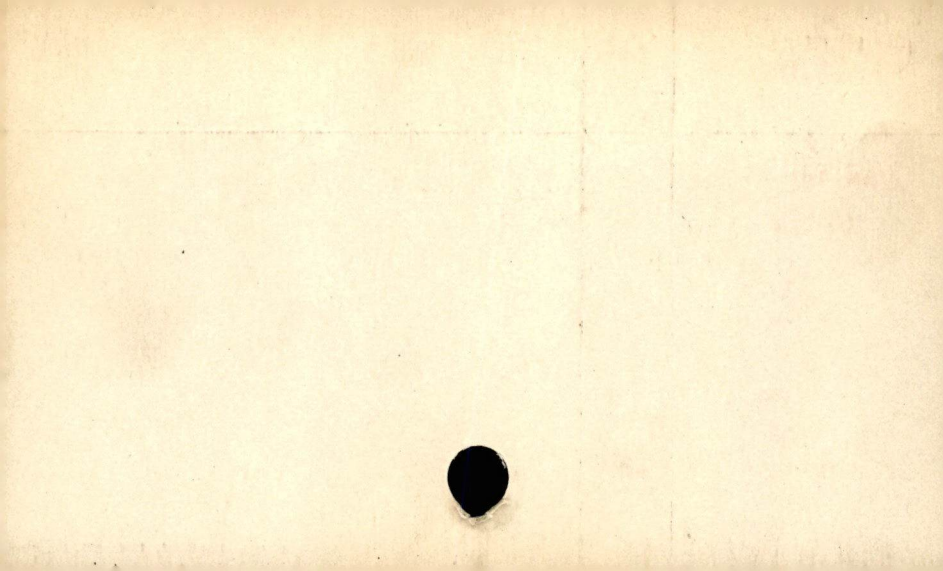
5639.411

1

Kenagy, H.G., etc. The selection

ADDITIONS

and training of salesmen .
N.Y. 1925.-5/8/25H



SHELF-NO.

VOLS.

~~5839.412~~

1

Hayward, W.S. The retail handbook.

ADDITIONS

N.Y. 1924.-11/26/24G

Mess. Aug. 33,
No repl.



SHELF-NO.

~~V~~OLS.

5639.413

1

Hayward, W.S. Sales administration.

ADDITIONS

N.Y. 1926.-11/22/26C



SHELF-NO.

VOLS.

5639.414

1

Pratt, V.E. Selling by mail.

ADDITIONS

N.Y. 1924.-12/24/24L
3/26/28C



SHELF-NO.

VOLS.

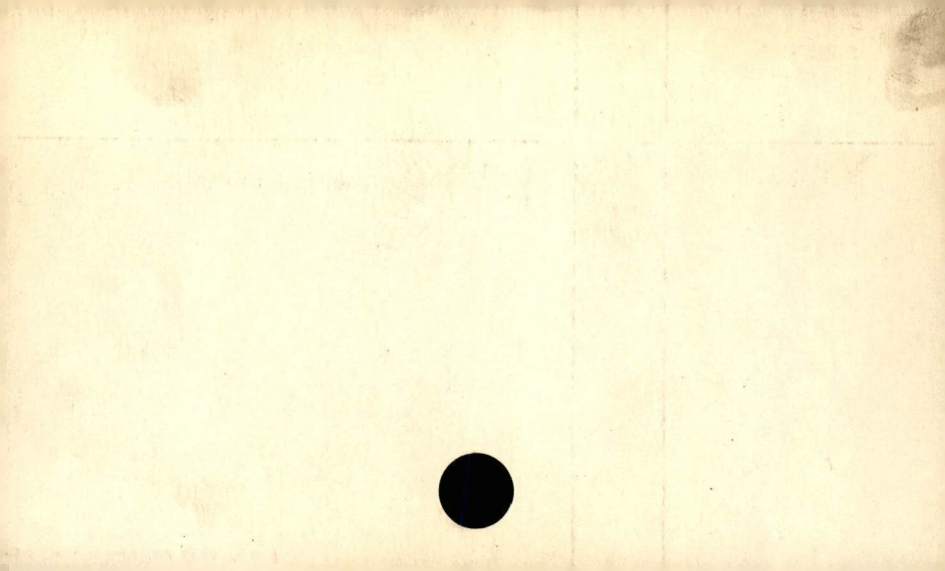
~~5639.415~~

1

Hall, S.R. Mail-order and direct-mail selling.

ADDITIONS
Cond. XI/45
No repl.

N.Y. 1928.-1/26/28H



SHELF-NO.

VOLS.

5639.416

1

Ramsay, R.E. Constructive merchandising.

N.Y. 1925.-1/30/250

VII/13/38BB



SHELF-NO.

✓
VOLS.

5639.417

1

Arkell, B. Grocery clerks who have
become famous.

ADDITIONS

Canajoharie. [1925.]-3/5/26



SHELF-NO.

✓
VOLS.

5639.418

1

Giles, R. Breaking through

ADDITIONS

competition.

N.Y. 1926.-2/25/26R



SHELF-NO.

✓
VOLS.

5639.419

1

Dahl, J.O. Selling public
hospitality.

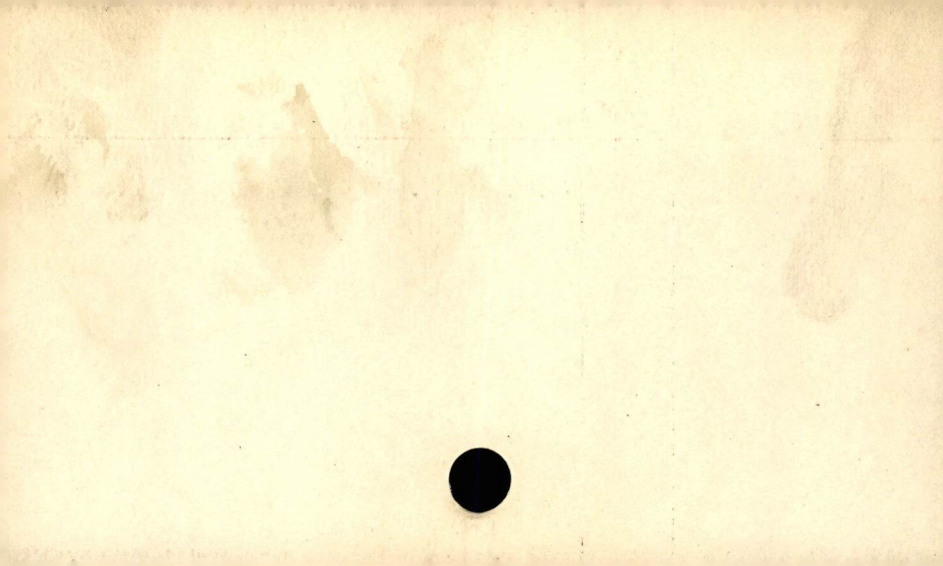
ADDITIONS

Mess. Oct. 33 ✓

A

1

N.Y. 1929.-2/21/29A
(1/26/32BB)



SHELF-NO.

✓
VOLS.

5639.420

1

Freer, C.C. The inner side of
advertising .

ADDITIONS

N.Y. [1921.] Lond. 1925.-
10/31/24K 1/2/29C



SHELF-NO.

✓
VOLS.

5639.421

1

Frederick, J.G. Masters of ad-

ADDITIONS

vertising copy.

N.Y. 1925.-9/29/25P

1936.-10/1/36Z



SHELF-NO.

VOLS.

~~-5639.422-~~

1

Starch, D. Principles of
advertising.

ADDITIONS

Rem. to
HF5821
.S73
1930

Ghie-1923 N.Y. [1930.]-
12/27/246 3-22-32E



SHELF-NO.

✓
VOLS.

5639.423

1

✓
Hall, S.R. Theory and practice of
advertising.

ADDITIONS

N.Y. 1926.-7/23/26T



SHELF-NO.

✓
VOLS.

5639.424

1

Long, J.C. Public relations.

ADDITIONS

N.Y. 1924.-1/7/25L



SHELF-NO.

VOLS. ✓

5639.425

1

Woodward, H. Through many windows.

ADDITIONS

N.Y. 1926.-9/18/260

Miss. 1930

R

1

[192-?](8/20/28R)



SHELF-NO.

VOLS.

~~5639-426-~~

1

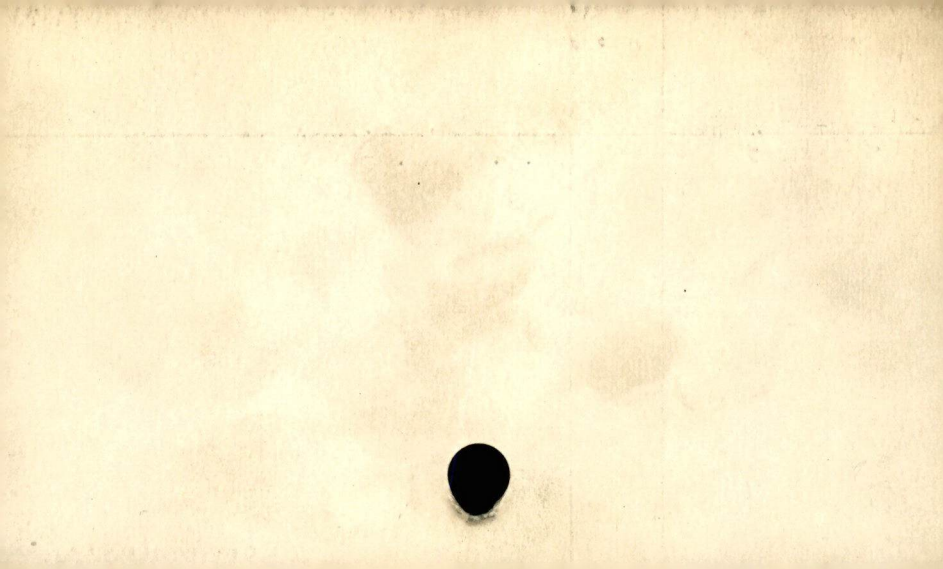
Sheldon, G. H. Advertising.

ADDITIONS

Miss. 1935 A

1

N.Y. [1925.] - 6/19/25A
(5/28/29K)Orig. Missing
1930 ✓Repl'd on
HF5823.S5



SHELF-NO.

VOLS.

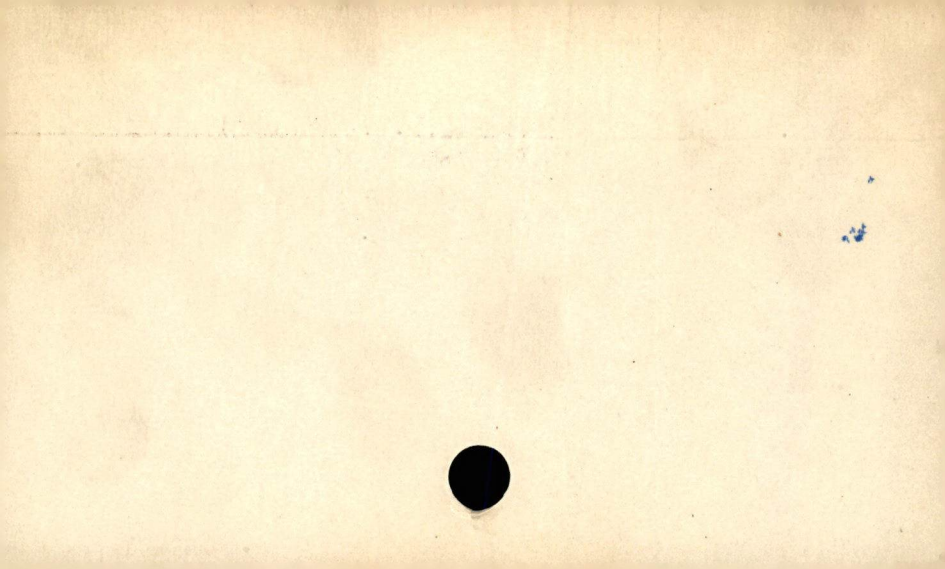
5639.427

1

Doubman, J.R. An analysis of
display advertising in Phila.
newspapers.

ADDITIONS

Phila. 1926.-8/27/26



SHELF-NO.

VOLS.

5639.428

1

Kleppner, O. Advertising procedure

ADDITIONS

N.Y. 1925.-6/29/25B

Missing 1951
No copy



SHELF-NO.

VOLS.

5639.429

1

Ch.of Commerce....U.S....Small

ADDITIONS

store advertising.

Wash.[192-?]-8/24/25

Harvard Bus-
iness Branch

QSA. QSD



SHELF-NO.

VOLS.

5639.430

1

Opdycke, J.B. The language of
advertising.

ADDITIONS

N.Y. [1925.] - 7/29/25I

1/16/29M

(8/21/25F)

A

1



SHELF-NO.

VOLS.

5639.431

1

Percy, C. Window display advertising.

ADDITIONS

N.Y. [1928.] -5/16/28A



SHELF-NO.

VOLS

5639.432

1

Barton, H .A. How to write

ADDITIONS

advertising.

Phila. [1925.]-8/22/25A

4/28/28I

(Aug.22,25A)

A

1

Orig. Missing
1930

SHELF-NO.

VOLS.

~~5639.433~~

1

Swift, E. J. How to influence men.

ADDITIONS

N.Y. 1927.-4/13/27N

Rem. to

HF5353

.S8

1927



SHELF-NO.

✓
VOLS.

5639.434

1

Swift, E.J. Business power

ADDITIONS

through psychology.

N.Y. 1925.-9/9/25M



SHELF-NO.

VOLS.

5639.435

1

Poffenberger, A.T. Psychology

ADDITIONS

Ov. V/47

in advertising.

Chic. 1925.-5/14/31J

1 R

1926 (2/19/27I)



SHELF-NO.

VOLs.

KBB ✓

5639.436

1

Strong, E.K. The psychology
of selling and advertising.
N.Y. 1925.-(3-23-320)

ADDITIONS

9/29/25U 9/7/27E

(5/5/28S)

(8/18/28E)-5-14-31J

Bus.Br. A
MISS. 1937 ✓ B

1

1



SHELF-NO.

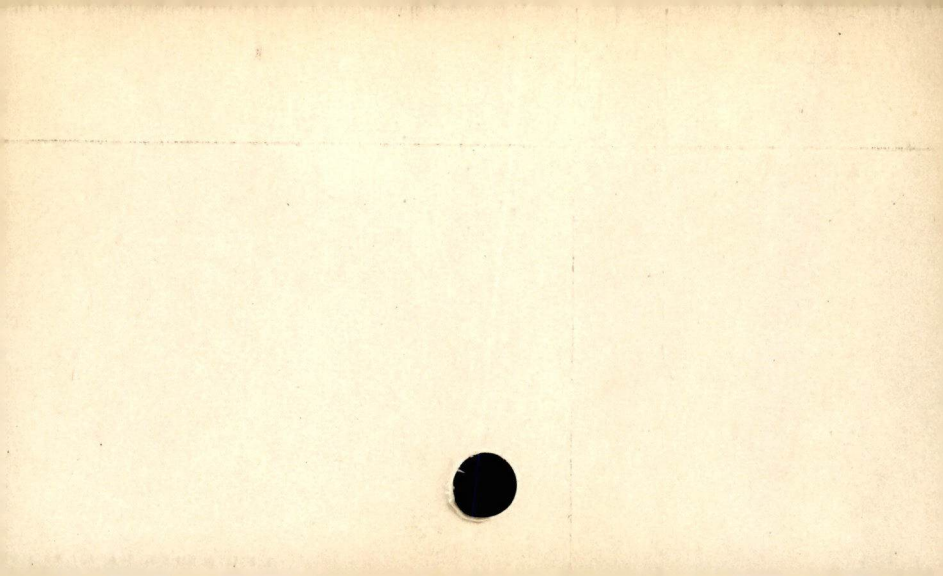
✓
VOLS.

5639.437

1

Hotchkiss, G.B., etc. The measure-
ment of advertising effects .
N.Y. 1927.-2/28/27F

ADDITIONS



SHELF-NO.

VOLS

5639.438

1

Farrar, G.P. How advertise-
ments are built.

ADDITIONS

N.Y. 1925.-11/17/35E
2-/-32K



SHELF-NO.

VOLS.

~~5638-438~~

1

Knights, C.C. The business
man's guide to printing.
N.Y. [1927.] -9/29/27F

ADDITIONS

Rem. to
8039C.176



SHELF-NO.

VOLS.

5639.440

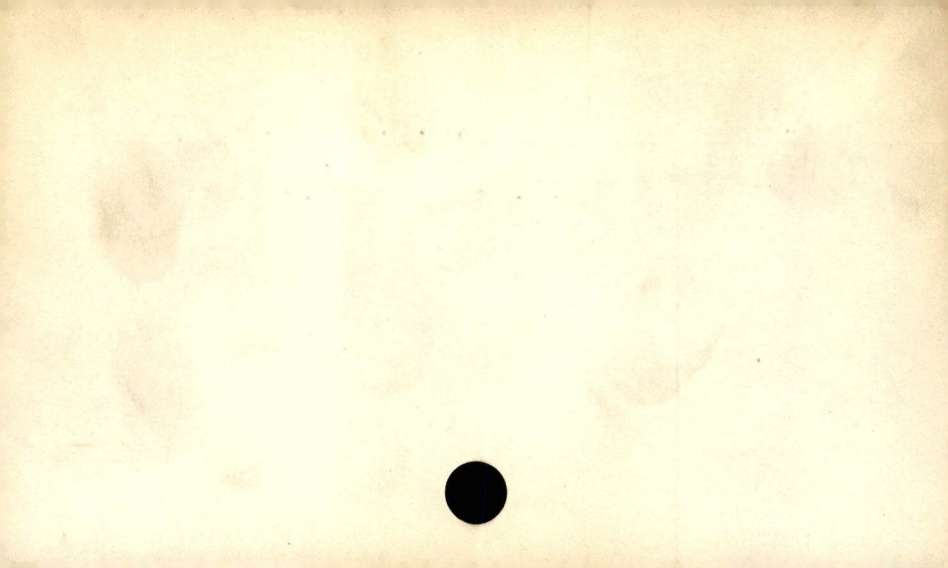
1

Quiett, G.C., etc. Principles
of publicity.

ADDITIONS

N.Y. 1926 1929.-

3/13/26M 11/25/30L



SHELF-NO.

VOLS.

5639.441

1

Preston, J.F., etc.

Advertising, printing and art in
commerce.

Lond. 1927.

X/5/276 VI/22/31C

Miss.1935
No repl.



SHELF-NO.

VOLS.

~~5639.442~~

1

Metzger, G.P. Copy.

ADDITIONS

Garden City. 1926.-3/3/26M

Lost Dec. 32 ✓

No repl.



SHELF-NO.

VOLS. ✓

5639.443

1

✓
Woolley, E.M. Writing for
real money.
Passaic.[1928.]-3/5/29R

ADDITIONS



SHELF-NO.

VOLS. ✓

5639.444

1

Herrold, L.D. Advertising

ADDITIONS

copy.

Ghier-1926

N.Y. [1930.] -4/28/26D

12/30/30A



SHELF-NO.

VOLS.

5639.445

1

Spofford.W. Slogans.

ADDITIONS

St. Paul. 1928.-4/22/20 0
7/13/37H



SHELF-NO.

VOLS.

5639.446

1

French.G. 20th century advertis-
ing.

ADDITIONS

N.Y. 1926.

(4-15-26J)

(5-21-32F)

R.H.R.

A

1



SHELF-NO.

VOL. ☒

5639.447

1

N.Y. Times. Adver. Produc. Dept.

ADDITIONS

Typographical standards.

N.Y. 1927.-8/26/29B



SHELF-NO.

VOLS.

5639.448

1

Cover, J.H. Advertising : its

ADDITIONS

problems, etc.

N.Y. 1926.-4/28/26R

(1-10-28A)-(5/13/30C)

Miss.1930[✓]A

1

(Apr.28, 26P)

B

1

(1-10-28A)



SHELF-NO.

VOLS.

5639.449

1

Durstine, R.S. This advertis-
ing business.

ADDITIONS

N.Y. 1926

1929.-9/25/28H 12-28-32HH



SHELF-NO.

VOLS. ✓

5639.450

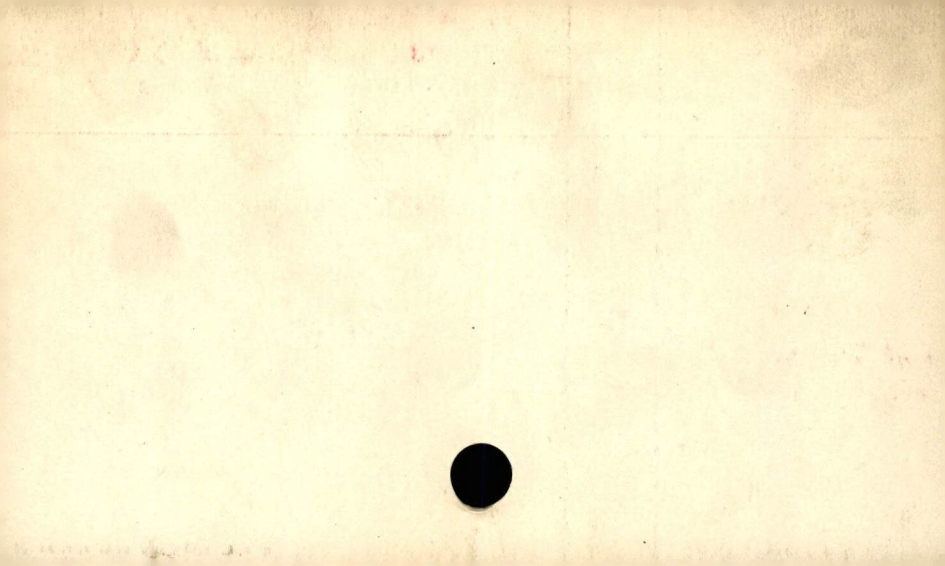
1

White, P. Advertising

ADDITIONS

research.

N.Y. 1927.-1/24/27A



SHELF-NO.	VOLS.	R Rem. to BF 636.L25 1929 S & SA Rem. to BF 636.L25 1936 Orig. & Copy 2
5639.451	1	Laird, D.A. Increasing personal efficiency. N.Y. 1925.-9/25/25J [1929] (Dec.11,30Q)
ADDITIONS --R-- Orig.Missing 1929 S-- S-A S-B Trans. to S-B Circ.Div.	1 1 1	[1936.]-(11/16/36AA) [1936.]-(12/12/36F) (4/2/37)



SHELF-NO.

VOLS. ✓

5639.452

1

Emery, M.S. Every-day business.

ADDITIONS

Bost. 1896.-5/29/96D



SHELF-NO.

VOLS.

~~5639.453~~

1

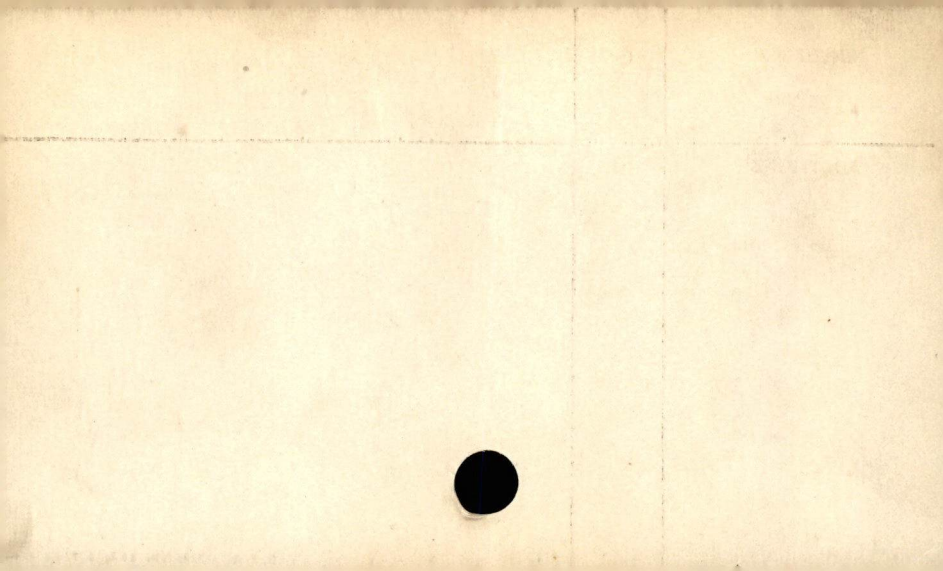
~~Bingham, W. van D., etc. Procedures~~

ADDITIONS

in employment psychology.

Chic. 1926.-11/18/26H

Cond. III/47✓



SHELF-NO.

VOLS.

~~5639.454~~

1

Aspley, J.C. Intensive sales
management.

ADDITIONS

Cond. XII/44

No repl.

Chic. [1929.]-Aug. 15, 301



SHELF-NO.

VOLS ✓

5639.455

1

Greene, J.H. Organized training in
business.

ADDITIONS

N.Y. 1928.-~~11/20/28~~K 4/25/36E

7 R

1

1937.- (11/3/37E)

SHELF-NO.

VOLS.

5639.456

1

Charters, W.W., etc. Methods of
measuring personnel effort.
N.Y. 1924.-2/24/28E

ADDITIONS



SHELF-NO.

VOLS.

~~5639.457~~

1

Koch, W.E. Methods of retail

ADDITIONS

management.

Miss. 1936

N.Y. 1929.-1/25/29A

No repl.



SHELF-NO.

VOLS.

5639.458

1

Eigelberner, J. Investigation of

ADDITIONS

business problems.
Chic. 1926.-6/1/26H



SHELF-NO.

VOLS.

5639.459

1

✓
Metcalf, H.C. Business manage-
ment as a profession.

ADDITIONS

Chic. 1927.-~~11/8/27E~~- 12-30-32SS

Missing 1962

~~No rep.~~



SHELF-NO.

VOLS.

5639.460

1

White, P. Forecasting, planning and
budgeting in business management.
N.Y. 1926.-2/8/26F

ADDITIONS

Miss.1932

Repl. on
HF5500.W5



SHELF-NO.

VOLS.

~~5639.461~~

1

Schnackel, H.G., etc. The art of

ADDITIONS

business thinking.

MISS. 1935

N.Y. 1930.-Mar. 28, 30Q

No repl.



SHELF-NO.

VOLS. ✓

5639.462

1

Dutton, H.P. Business organization
and management.

ADDITIONS

Miss. 1931

R

R-A

Mess. Mar. 33

1

Chic. 1925.-4/8/26D

1

[1931.]-(~~4/18/29A~~)9-29-33J

1927.-(Apr. 2, 30EE)



SHELF-NO.

VOLS. ✓

5639.463

1

Anderson, V.V. Psychiatry in
industry.

ADDITIONS

N.Y. 1929.-5/20/29B



SHELF-NO.

VOLS.

5639.464

Univ.of Mich.Sch.of Bus. Adm.
Mich.business studies.

ADDITIONS

see Cont.Cards



SHELF-NO.

✓
VOLS.

5639.465

1

Davis.J. Business and the church.

ADDITIONS

N.Y. [1926.]-10/24/27J




SHELF-NO.

✓
VOLS.

5639.466

1

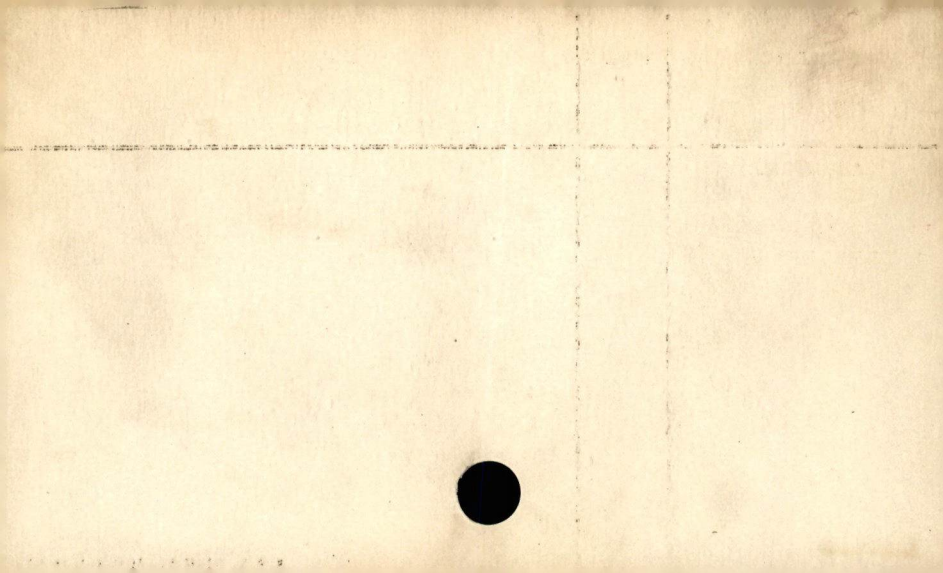

Business Historical Soc. Bost.

ADDITIONS

Articles of agreement and by-laws
as adopted July, 1925.

Camb. 1925-1925.-7/6/26

Miss:1938



5639
.467

Change to HF5001.B8262
Business history review. v. 1-

Unbound parts
kept in
Government
Documents

June 1926-

[Boston, etc., 1926-

v. in illus., ports., facsims. 22-24cm.

Frequency varies.

June 1926-Dec. 1948 called also no. 1-133.

Title varies: June 1926-Dec. 1953, Bulletin.

June 1926-Dec. 1953 issued by Business
Historical Society; Mar. 1954- by Harvard
Graduate School of Business Administration.

(Continued

on next card)

LCA
to date



*5639

.467

Business history review ... (Card 2)

Supplements accompany some numbers.

INDEXES:

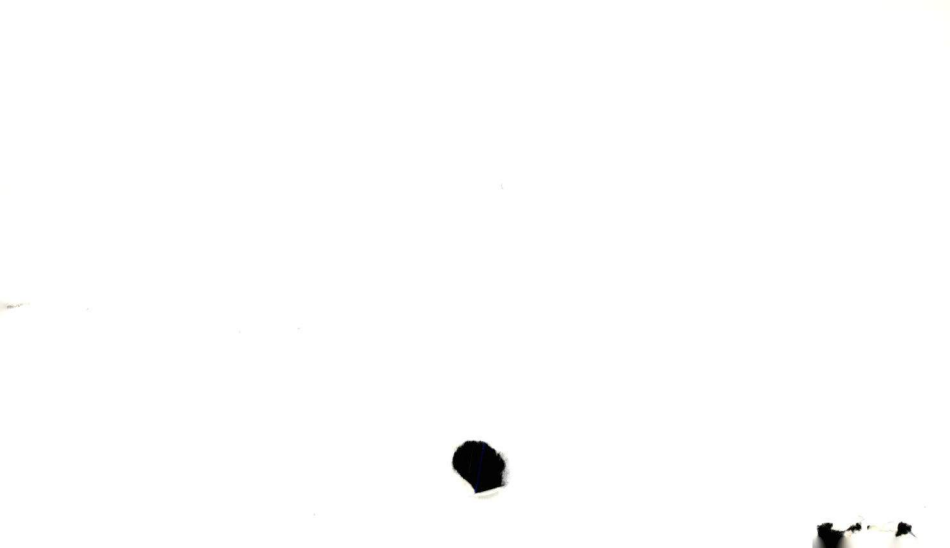
Vols. 1-15, 1926-41. 1 v.

Vols. 16-23, 1942-49. 1 v.

Vols. 24-27, 1950-53. 1 v.

Vols. 28-30, 1954-56. 1 v.

I. Business--Societies, etc. I. Harvard University. Graduate School of Business Administration. II. Business Historical Society. Bulletin.



SHELF-NO.

VOLS.

5639.468

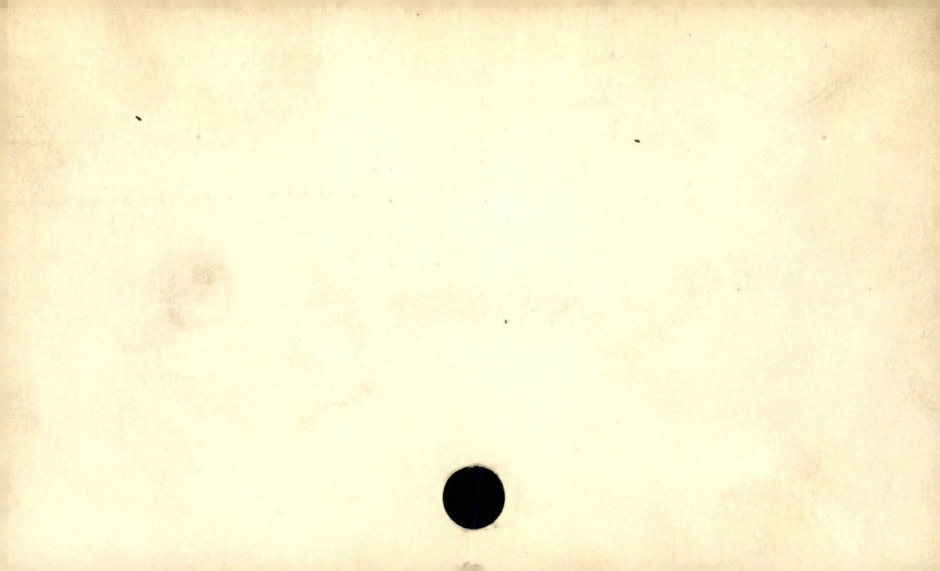
Business Historical Soc. Bost.

Membership...

[Bost. 1927.] -

1927-34 (Mar. 2, 39)

1939 (Dec. 29, 43)



SHELF-NO.

VOLS.

~~5639.469~~

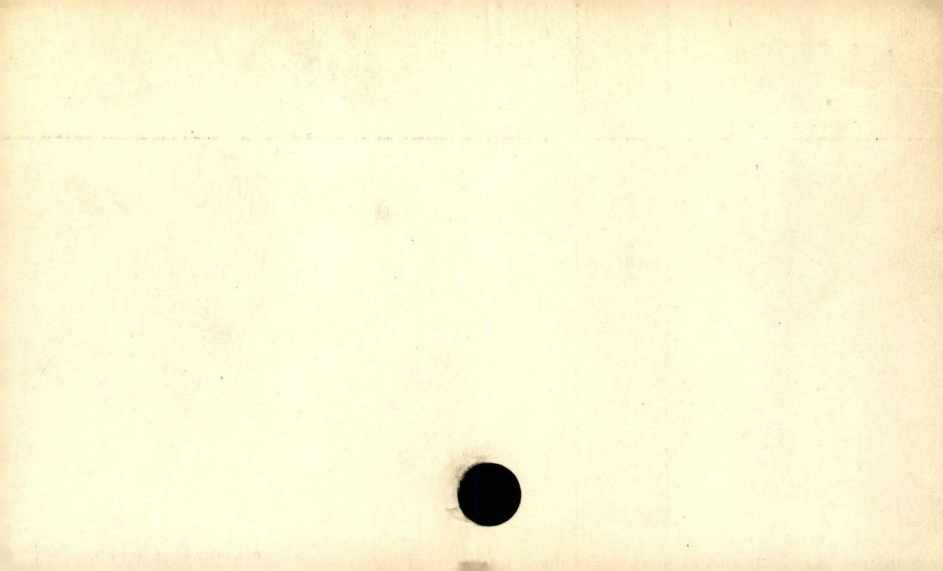
cov Business Historical Soc. Bost.

ADDITIONS

Miss.28

No repl.

Program of the ann.meeting(1927)
[Bost. 1927.]



SHELF-NO.

VOLS ✓

5639.470

1

Osborne, D.R. Self-management in
selling.

N.Y. 1931.-V/1/31Y VII/26/33C

IX/24/38B



SHELF-NO.

VOLS. ✓

5639.471

1

✓
Mears, C.W. Salesmanship for the
new era.
N.Y. 1929.-8/23/29G

ADDITIONS



SHELF-NO.

VOLS.

~~5639.472~~

1

~~Ivey, P.W. Salesmanship applied.~~

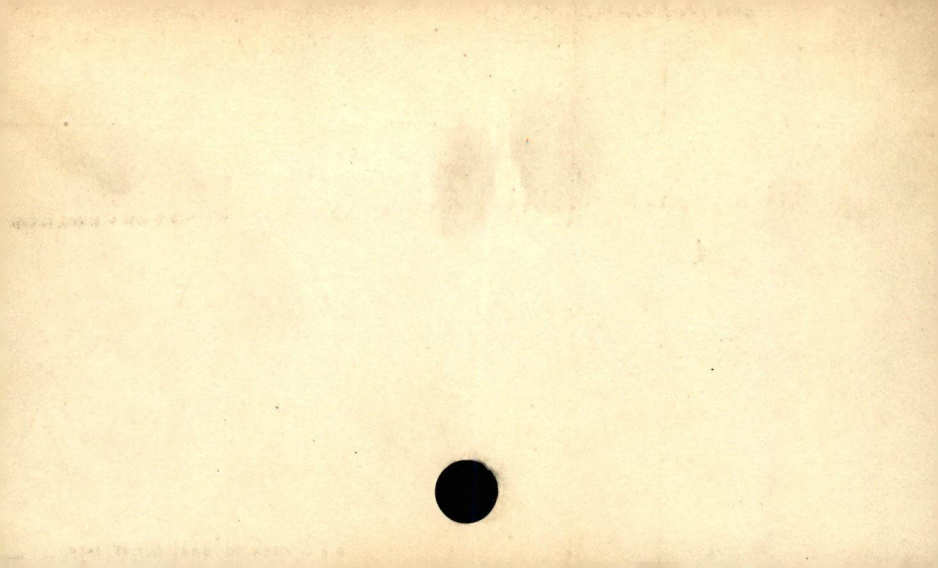
ADDITIONS
Miss. 1940 *from*

~~Ohio. 1925.-4/24/266~~

~~N.Y. 1937.-7/9/37EE~~

Issue
Repl'd on

HF5438.1 9 1937



SHELF-NO.

VOLS.

~~5630-473~~

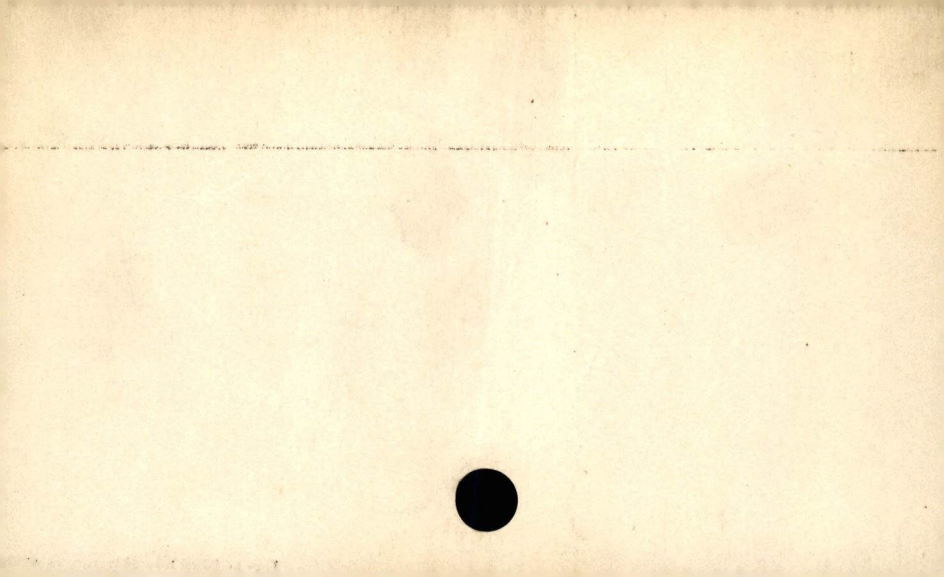
1

Sclater, R.L. Training the retail
clerk.

ADDITIONS

N.Y. 1927.-~~12/14/27~~ 3-23-320

Miss. 1933,
No repl.



SHELF-NO.

VOLS. ✓

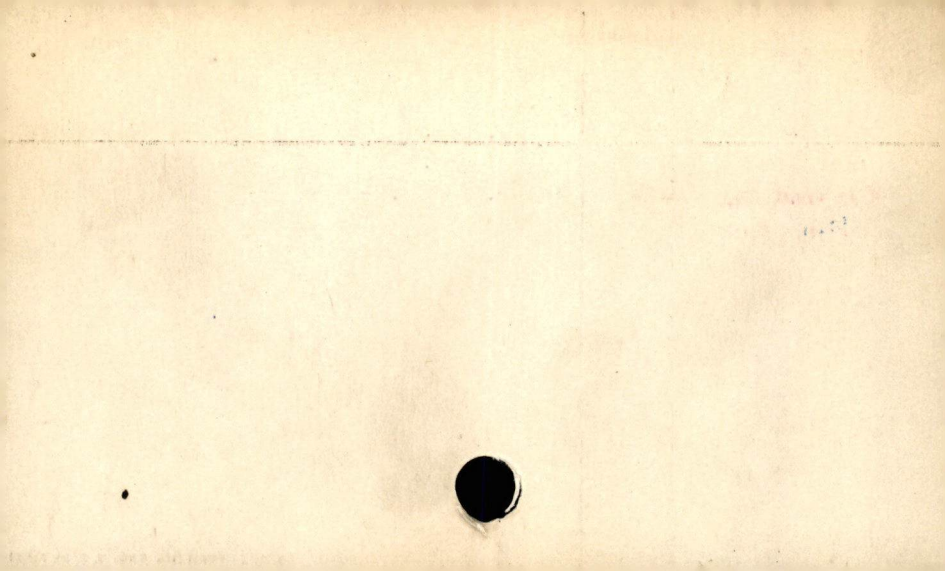
5639.474

1

Snow, A.J. Psychology in personal
selling.

ADDITIONS

Chic. 1926.-~~5/14/26~~F 4/27/29L



SHELF-NO.

VOLS.

~~5639.475~~

1

Simmons College. Prince Sch...

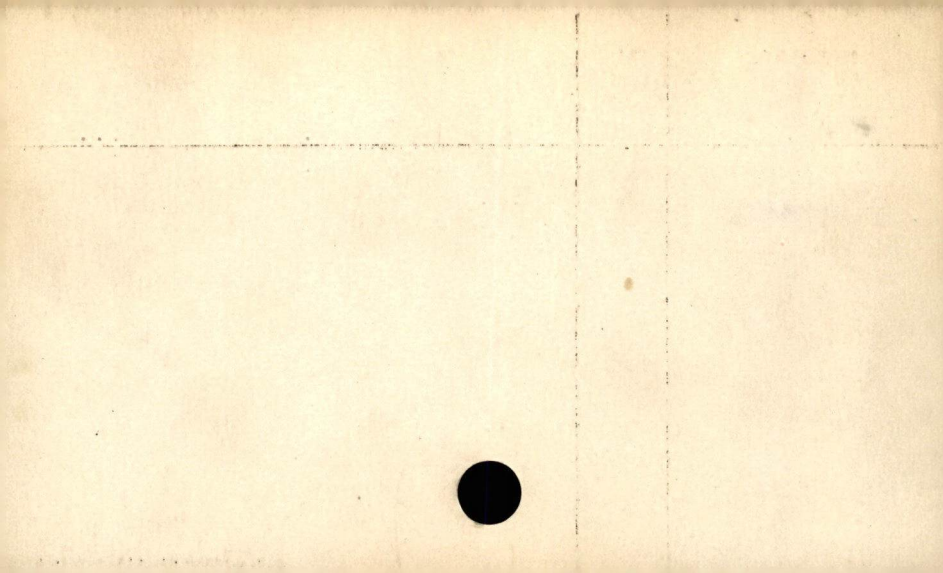
ADDITIONS

Manual of furs.

Removed to

[N.Y. 192-?]-1/12/29I

HF5439.F83S5



SHELF-NO.

VOLS. ✓

5639.476

1

Tosdale, H. R. Principles of
personal selling.

ADDITIONS

~~Miss. 28~~ ✓

Chic. 1925.-5/22/26D

R

1

1926.-(3/18/27P)

~~Miss. 30~~ ✓ R-A

1

(4/28/28I)



SHELF-NO.

VOLS. ✓

5639.477

1

Secrist, H. The widening retail
market...

ADDITIONS

Chic. 1926.-6/11/28G



SHELF-NO.

VOLS. ✓

5639.478

1

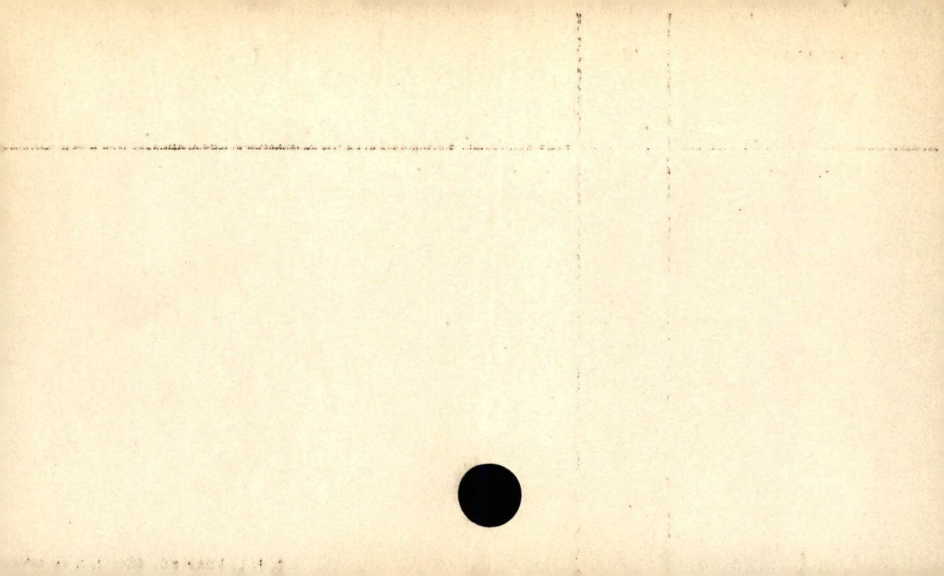
Pelz, H. Selling at retail. ✓

ADDITIONS

A
↑

1

N.Y. 1926.-~~4/7/26M~~ 3/5/29R
(7-7-26M)



SHELF-NO.

VOLS.

5639.479

1

Lyon, L.S. Salesmen in marketing
strategy.

ADDITIONS

Miss. 1935

No repl.

N.Y. 1926 1929.-3/26/286 6-9-32 Q

2



SHELF-NO.

VOLS.

5639.480

1

Knudson, G. P. T. Gift and art shop
merchandising.
Bost. 1926.-8/9/26M

ADDITIONS



SHELF-NO.

VOLS.

5639.481

1

Clark, N. McC. An inside story of
success.

ADDITIONS

Garden City. 1929.-2/27/29C



SHELF-NO.

VOLS.

~~5639.482~~

1

Mazur, P.M., etc. Principles of
organization applied to modern
retailing.

N.Y. 1927.-1/24/27A

ADDITIONS

Removed to

HF5461

.M3



SHELF-NO.

VOLS.

5639.483

1

Picken J.H. Principles of selling
by mail.

-ADDITIONS

OV.X/49

Chic. 1928.-6/3/29T



SHELF-NO.

VOLS.

5639.484

1

Columbia Univ. Sch. of Bus.

ADDITIONS

Graduate courses.

Missing 1962

[N.Y. 1927.]-7/31/29

No repl.



SHELF-NO.

VOLS.

Repl. on HF5823.B725

~~5639.485~~

1

Brewster, A.J. An introduction to
retail advertising.
Chic. 1926.-1/15/29N

ADDITIONS

Missing. 1930,
No repl.



SHELF-NO.

VOLS.

5639.486

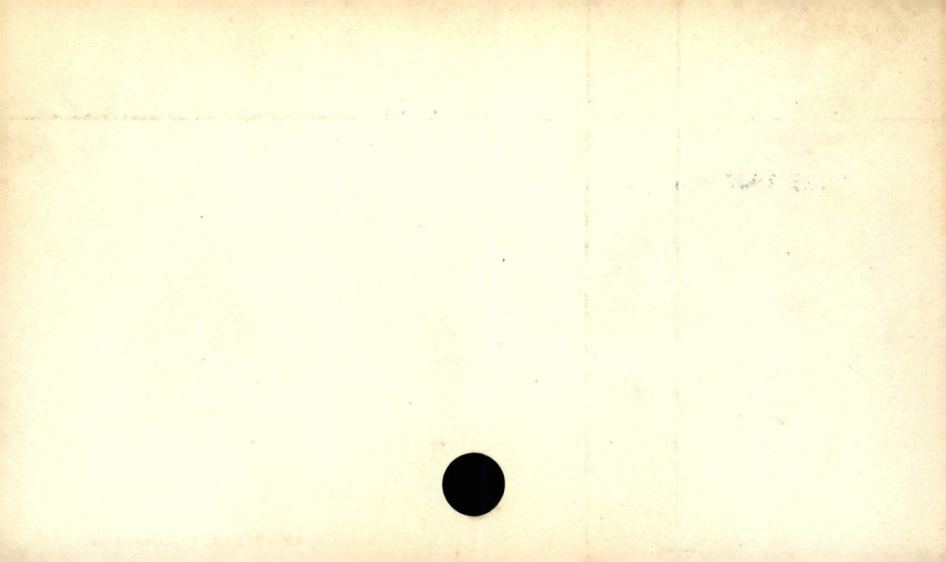
1

Kitson, H.D. Scientific

ADDITIONS

advertising.

N.Y. 1926.-9/14/27 6-15-32B



SHELF-NO.

VOLS.

5639.487

3

Dartnell Direct advertising guide.

ADDITIONS

MISS. 1939 ✓

Ed. 1929.

Chic. [1929.] -

1927 (Dec. 1, 30BB)

1929 (6/20/29C)

1931 (Aug. 21, 31I)



SHELF-NO.

VOLS.

5639.488

1

Agnew, H.E. Co-operative advertising.

ADDITIONS

N.Y. 1926.-9/14/27I



SHELF-NO.

VOLS.

~~5639.489~~

1

Rowse, E.J., etc. The fundamentals
of advertising.

ADDITIONS

Rem. to
HF5823
.R7

Cincinnati. [1926.] -8/7/29G



SHELF-NO.

VOLS.

~~5639.490~~

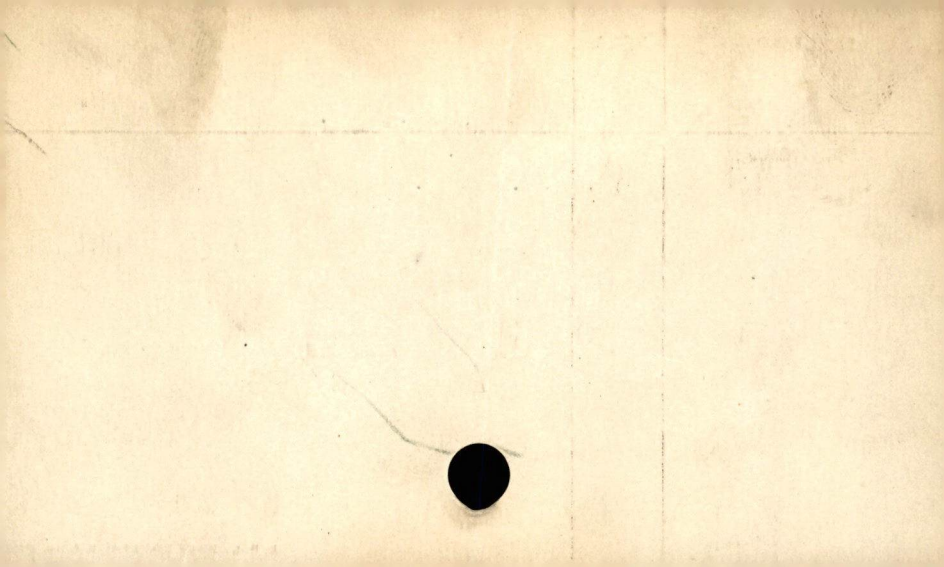
1

Keeler, F.Y., etc. The advertising
agency.

ADDITIONS

Cond. V/47 ✓

N.Y. 1927.-10/5/27U



SHELF-NO.

VOLS. ✓

5639.491

1

Goode, K.M. How to turn people
into gold.

ADDITIONS

N.Y. 1929.-8/23/29G

Miss. 1930 ✓

A

1

7/18/30

R

1

[1929.]-8/23/37

R-A

1

8/25/37Z



SHELF-NO.

✓
VOLS.

HF6181. H6A5

5639.492

1

Hopkins, C.C. My life in advertising.

ADDITIONS

N.Y. 1927.-11/3/27P



SHELF-NO.

VOLS.

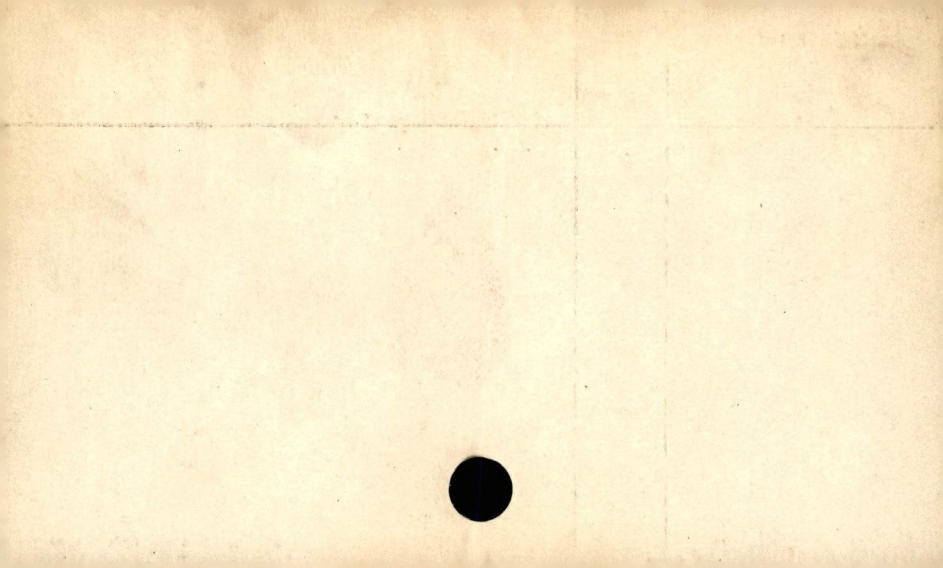
5639.493

1

Dickinson, H.W. Crying our wares.

ADDITIONS

N.Y. [1929.] - 2/15/29C



SHELF-NO.

VOLS.

Rem. to HF5823.G6 1927

~~5639.494-~~

1

Goode, K.M., etc. What about advertising?

N.Y. 1927.-I/11/28K

[1927.]-VI/7/38HH

Miss. 1936 ✓

R

1

1928.-V/28/29K



SHELF-NO.

VOLS.

~~5639.495~~

1

Namm, B.H. Advertising the retail
store.

ADDITIONS

Miss. 1936 ✓

No repl.

N.Y. 1927.-1/8/29K



SHELF-NO.

VOLS.

5639.496

1

Picken, J.H. Principles of window

ADDITIONS

display.

Chic. 1927.-5/24/28N

Miss. 1936

No repl.



SHELF-NO.

VOLS. ✓

5639.497

1

Outdoor Adver. Assoc. of Am. Outdoor

ADDITIONS

advertising...

[Chic?] 1928.-7/15/29



SHELF-NO.

✓
VOLS.

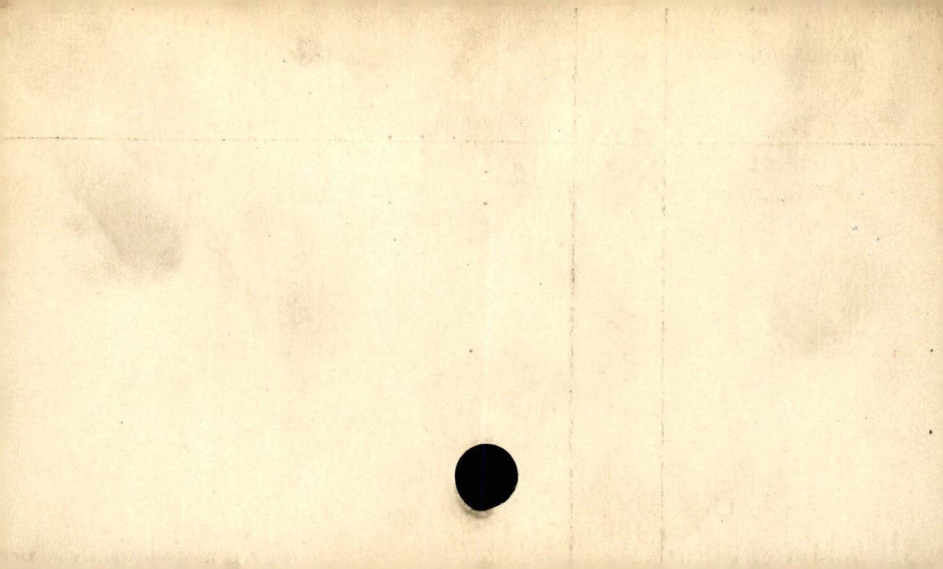
5639.498

1

Borden, N.H. Problems in advertis-

ADDITIONS

ing.
Chic. 1927.-6/19/28E



SHELF-NO.

VOLS.

KBB

~~5639.499~~

1

Dwiggins, W.A. Layouts in advertis-

ADDITIONS

MISSING 1946

No repl.

A

B

Bus.Br.

1

ing.

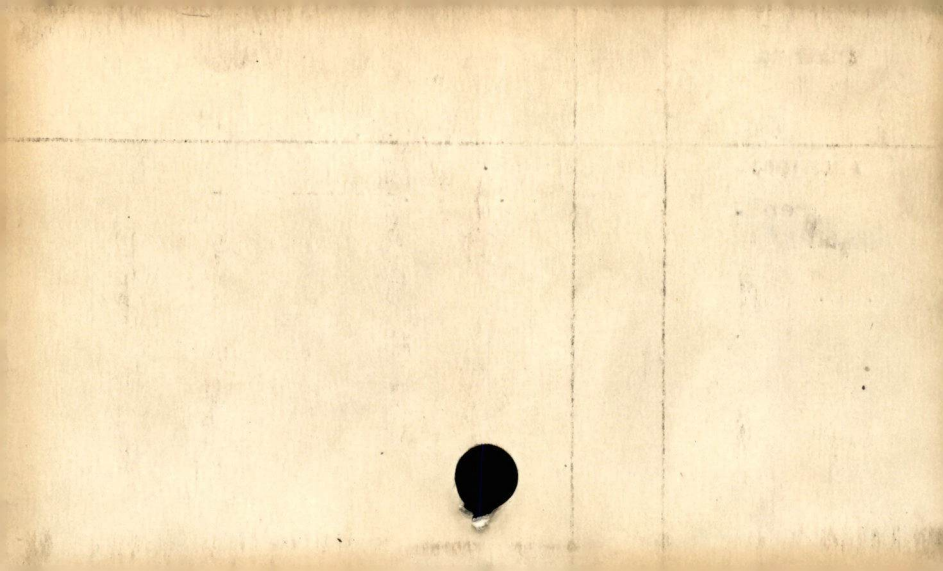
N.Y. [1928.] - 1/8/29D 4-13-31BB

(5/28/29K)

1

(6/22/29C)

"A" copy rem. to
4099.02-135



Shelf 5639.....

500✓	510✓	520✓	530✓	540✓	550✓	560✓	570✓	580✓	590✓
501✓	511✓	521✓	531✓	541✓	551✓	561✓	571✓	581✓	591✓
502✓	512✓	522✓	532✓	542✓	552✓	562✓	572✓	582✓	592✓
503✓	513✓	523✓	533✓	543✓	553✓	563✓	573✓	583✓	593✓
504✓	514✓	524✓	534✓	544✓	554✓	564✓	574✓	584✓	594✓
505✓	515✓	525✓	535✓	545✓	555✓	565✓	575✓	585✓	595✓
506✓	516✓	526✓	536✓	546✓	556✓	566✓	576✓	586✓	596✓
507✓	517✓	527✓	537✓	547✓	557✓	567✓	577✓	587✓	597✓
508✓	518✓	528✓	538✓	548✓	558✓	568✓	578✓	588✓	598✓
509✓	519✓	529✓	539✓	549✓	559✓	569✓	579✓	589✓	599✓

Brill

500	501	502	503	504	505	506	507	508	509
510	511	512	513	514	515	516	517	518	519
520	521	522	523	524	525	526	527	528	529
530	531	532	533	534	535	536	537	538	539
540	541	542	543	544	545	546	547	548	549
550	551	552	553	554	555	556	557	558	559
560	561	562	563	564	565	566	567	568	569
570	571	572	573	574	575	576	577	578	579
580	581	582	583	584	585	586	587	588	589
590	591	592	593	594	595	596	597	598	599

SHELF-NO.

^V
VOLS.

5639.500

1

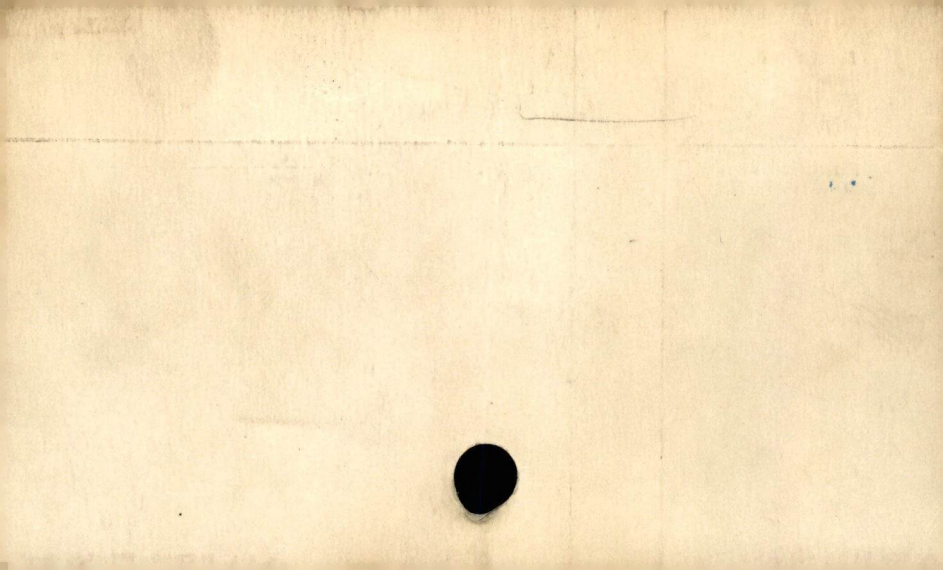
Dell, J. Layouts for advertising.

Chic. [1928.] - 10/24/28A 3-7-31D

ADDITIONS

Missing 19 6 5

no repl.



SHELF-NO.

VOLS.

5639.501

1

Metcalfe, H.C., ed. The psychological

ADDITIONS

foundations of management.

Chic. 1927.-11/8/27E



SHELF-NO.

VOLS.

5639.502

1

Smith, E.D. Psychology for

ADDITIONS

executives.

N.Y. 1928.-1/8/29B



SHELF-NO.

VOLS.

~~5639.503~~

1

Burt, H.E. Principles of
employment psychology.
Bost. [1926.]-2/12/27G

ADDITIONS

Rem. to
BF431
.B85

SHELF-NO.

VOLS. ✓

5639.504

1

Penney, J.C. J. C. Penney. ✓

ADDITIONS

N.Y. 1931.-Mar. 6, 31R



SHELF-NO.

VOLS.

5639.505

1

Laird, D.A. Psychology & profits.

ADDITIONS

N.Y. [1929.]-Nov. 3, 30M



SHELF-NO.

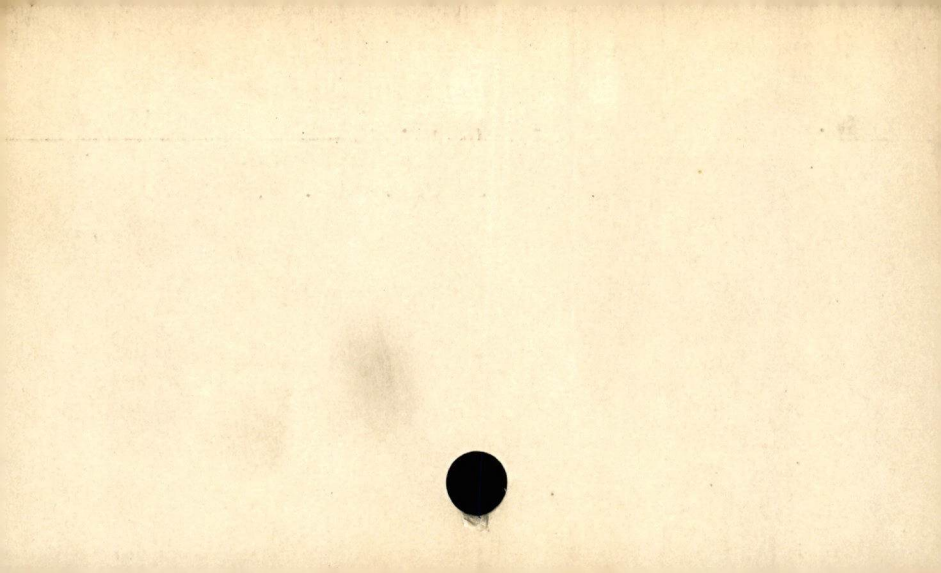
VOLS.

5639.506

1

Whitaker, J.R. The organization of
chain-grocery cos...
Phila. 1929.-Feb. 20, 30

ADDITIONS



SHELF-NO.

VOLS.

~~5639.507~~

1

Baxter, W.J. Chain store

ADDITIONS

Rem. to

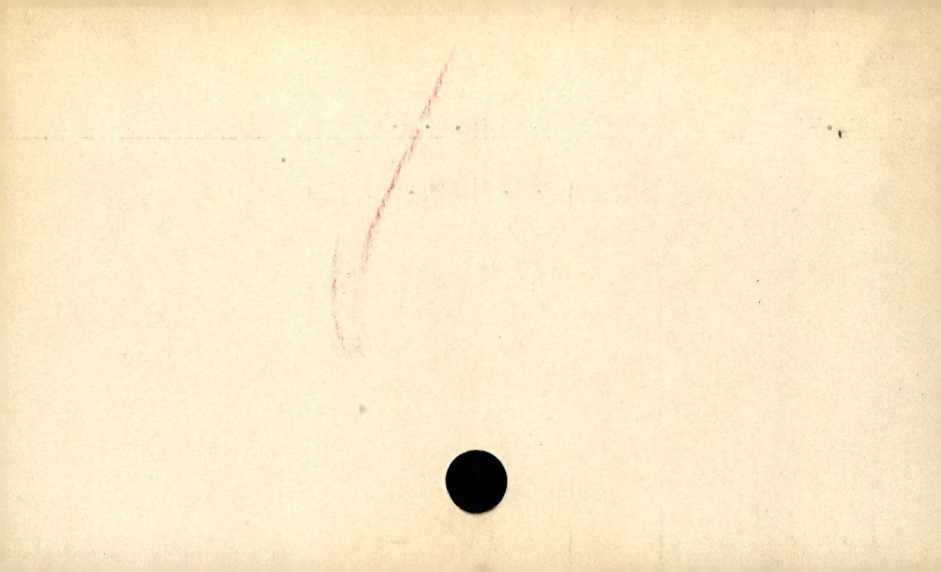
HF5468

.B3

1928

distribution etc.

N.Y. 1928.-4/20/28A



SHELF-NO.

VOLS.

5639.508

1

Davidson, C. Voluntary chain stores

ADDITIONS

& how to run them.

N.Y. 1930.-Dec. 19, 30H



SHELF-NO.

✓
VOLS.

5639.509

1

✓
Wood, C.W. The passing of normalcy.

ADDITIONS

N.Y. [1929.]-12/20/29L



SHELF-NO.

✓
VOLS.

5639.510

1

✓
Filene, E.A. The present status and
future prospect...chains of dept.
stores.

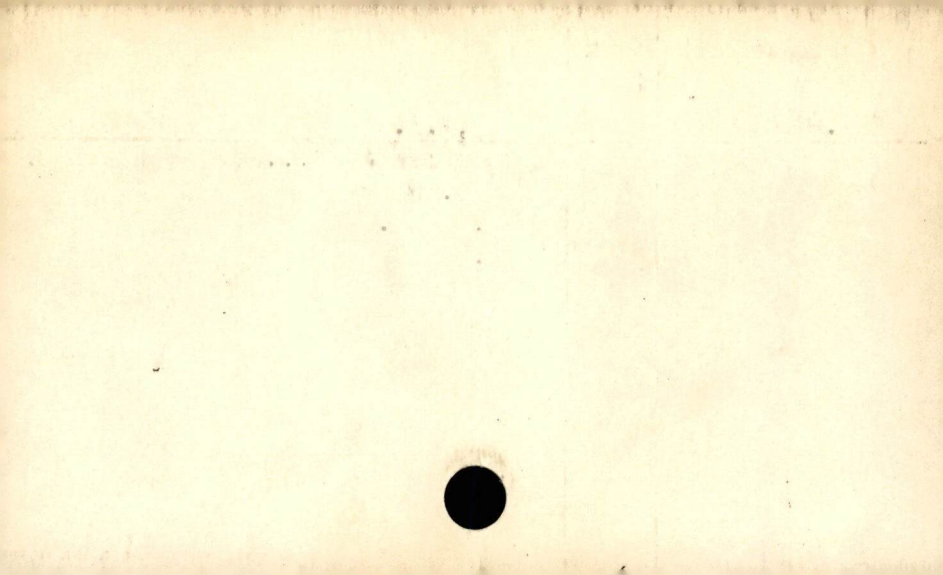
ADDITIONS

[Bost. 1927.]-12/30/27

1

[1928.] (2/1/28)

7 R



SHELF-NO.

VOLS.

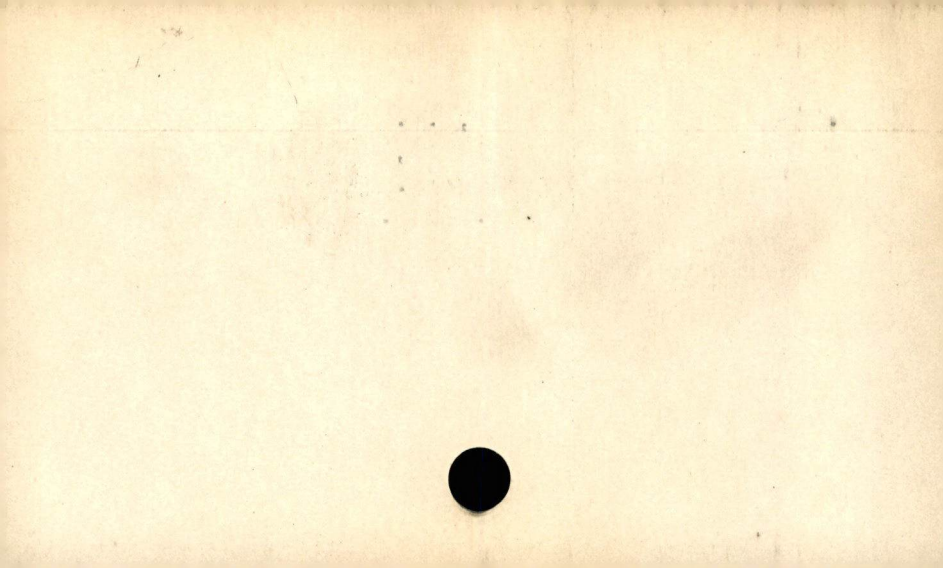
5639.511

1

Filene, E.A. What is happening to
retailers, wholesalers and
producers.

[Bost. 1927.]-12/30/27

ADDITIONS



SHELF-NO.

VOLS.

5639.512

1

✓
Filene, E.A. The new leadership in
business...

ADDITIONS

Bost. 1928.-12/30/27



SHELF-NO.

VOLS.

5639.513

1

Filene, E.A. More profits for the

ADDITIONS

Mess. Aug. 33,

No repl.

retailers and the public.

[Bost.] 1928.-10/20/28



SHELF-NO.

VOLS. ✓

5639.514

1

✓
Filene, E.A. Contributions of

ADDITIONS

research to business.

N.Y. 1928.-10/20/28



SHELF-NO.

VOLS.

5639.515

1

Lebhar, G.M. The chain store-

ADDITIONS

boon or bane?

N.Y. 1932.-2/17/32DD



SHELF-NO.

VOLS.

5639.516

1

Marshall, L.C., etc. Modern business

ADDITIONS

N.Y. 1929.-June 3, 30G



SHELF-NO.

VOLS. ✓

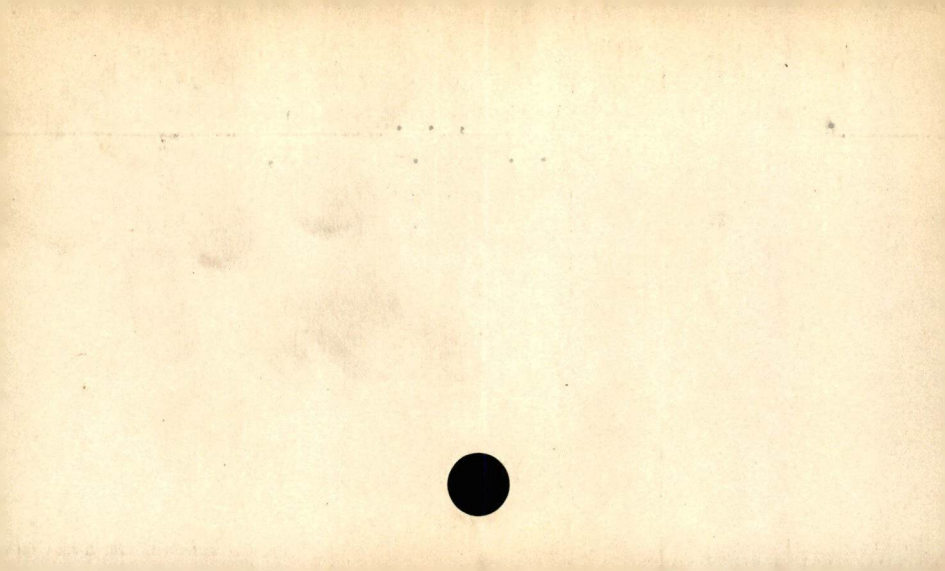
5639.517

1

Thorpe, M.H. "How's business?"

ADDITIONS

N.Y. 1931.-July 23, 31J



SHELF-NO.

VOLS. ✓

5639.518

1

Calkins, E.E. Business the
civilizer.

ADDITIONS

Bost. 1928.-4/14/28D
(5/28/29K)

~~Orig.~~

A

~~Miss. 1933~~ ✓

1



SHELF-NO.

VOLS.

5639.519

1

Mooney, J.D., etc. Onward industry!

ADDITIONS

N.Y. 1931.-July 1, 31H



SHELF-NO.

VOLS.

5639.520

1

Saunders, A.G., etc. Business

ADDITIONS

reports, etc.

N.Y. 1929.-10/16/29G

1

1940.-(12/30/40I)

orig. rem. to

HF5353.S3 1929 R

R rem. to HF5353.S3

1940



SHELF-NO.

VOLS.

5639.521

1

Morse, P. Business machines.

ADDITIONS

Lond. 1932.-1/21/32EE

B.H.R.



SHELF-NO.

VOLS.

5639.522

1

Cunningham, W.H., ed. Literature &

ADDITIONS

modern business.

N.Y. [1930.]-June 26, 30M



SHELF-NO.

✓
VOLS.

5639.523

1

Lib.Bur.Bost.Stat.Ser.Div.

ADDITIONS

Recorded experience.
N.Y. [1924.]-1/13/25



SHELF-NO.

VOLS.

5639-524-

1

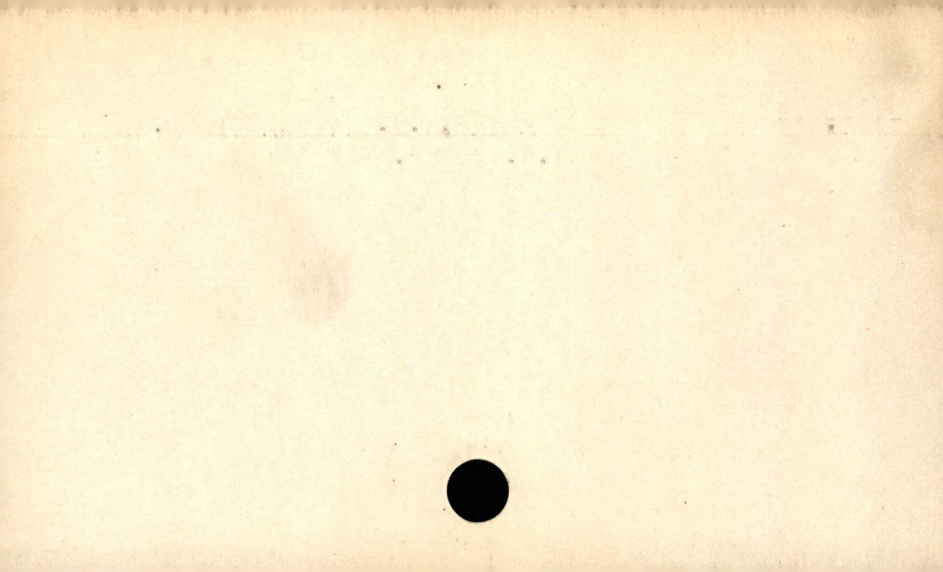
Beckman, T.N. Wholesaling.

ADDITIONS

Miss. 1932 ✓

No repl.

N.Y. [1926.]-10/17/28F



SHELF-NO.

VOLS.

5639.525

1

Sprague, J. R. The middleman.

ADDITIONS

N. Y. 1929.-4/13/29B



SHELF-NO.

VOLS.

5639.526

1

Doubman, J.R. Sales management

ADDITIONS

today.

N.Y. [1933.]-4/10/34DD



SHELF-NO.

VOLS.

~~5639.527~~

1

MacNair, M.P., etc. Problems in

ADDITIONS

Jan. 1935

retail distribution.

N.Y. 1930.-Sept. 20, 30D

No repl.

SHELF-NO.

VOLS.

~~5639.528~~

1

Bartlett, J.T., etc. Retail credit
practice.

N.Y. 1928.-11/20/28R

ADDITIONS

Cond.XII/44

No repl.



SHELF-NO.

VOLS.

5639.529

1

Wess, H. B. Profit principles of
retailing.

N. Y. 1931.-12/22/33E

ADDITIONS

11/
Quart'd 19 65
no repl.



SHELF-NO.

✓
VOLS.

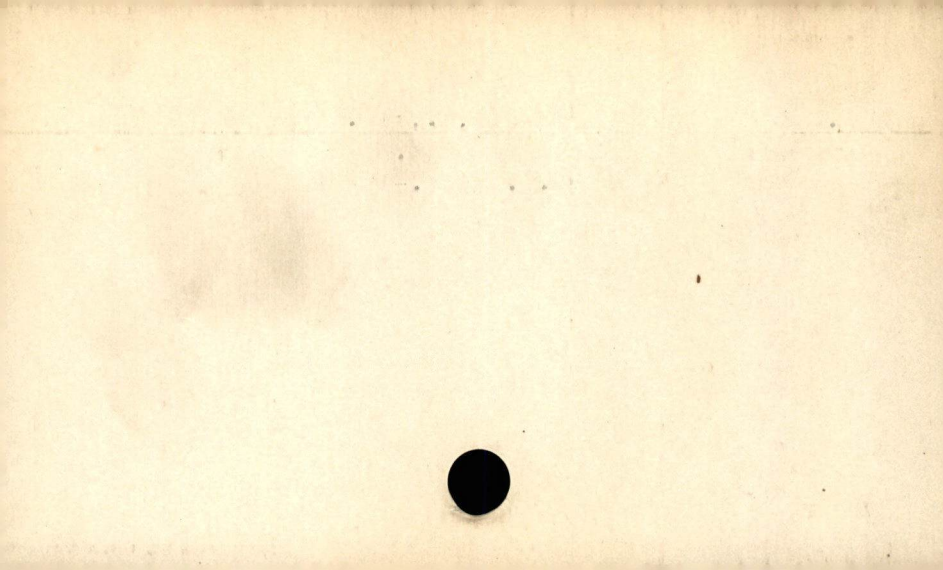
5639.530

1

✓
Deland, T., etc. The retail
executive.

ADDITIONS

N.Y. 1930.-12/11/30T



SHELF-NO.

VOLS.

5639.531

1

Alexander Hamilton Inst. What an

ADDITIONS

executive should know.

N.Y. 1930.-Aug.27,30



SHELF-NO.

✓
VOLS.

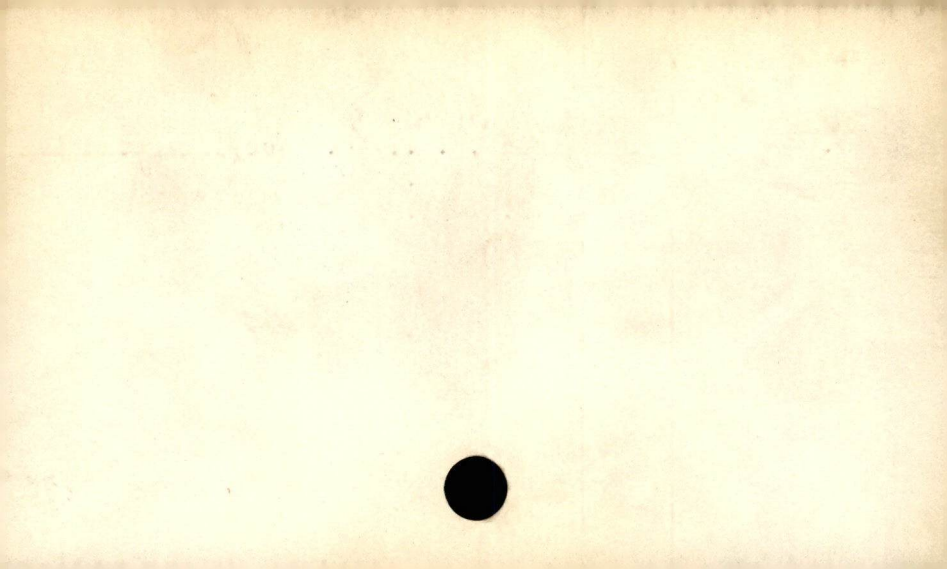
5639.532

1

✓
Weiss, E.B., etc. Keeping young in
business.

ADDITIONS

N.Y. 1934.-(10/29/34E)



SHELF-NO.

VOLS.

5639.533

1

Kneeland, N. Waists.

ADDITIONS

Chic. 1924.-1/15/29N



SHELF-NO.

VOLS.

5639.534

1

Ringo, F.J. Coats.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

✓
VOLS.

5639.535

1

✓
Kneeland, N. Negligees.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS.

5639.536

1

Ringo, F.J. Draperies.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS. ✓

5639.537

1

✓
Ringo, F.J. Muslin underwear and

ADDITIONS

petticoats.

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS.

5639.538

1

Ringo, F.J. Skirts.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS.

5639.539

1

Kneeland, N. Sweaters and bathing
suits.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS. ✓

5639.540

1

Kneeland, N. Aprons and house
dresses.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS.

5639.541

1

Ringo, F.J. Suits.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS.

5639.542

1

Ringo, F.J. Men's and boy's
clothing and furnishings.
Chic. 1925.-1/15/29N

ADDITIONS



SHELF-NO.

VOLS.

5639.543

1

Ringo, F.J. China and glassware.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS.

5639.544

1

Kneeland, N. Hosiery, knit under-
wear & gloves.

ADDITIONS

Chic. 1925.-1/15/29N



SHELF-NO.

VOLS

5639.545

1

Kneeland, N. Millinery.

ADDITIONS

Chic. 1925.-3/18/29F



SHELF-NO.

VOLS.

5639.546

1

Kneeland, N. Infant's & children's
wear.

ADDITIONS

A

1

Chic. 1925.-3/18/29L
(4/3/29A)



SHELF-NO.

VOLS. ✓

5639.547

1

Kneeland, N. Cases in retail

ADDITIONS

salesmanship.

Chic. 1926.-3/18/29F



SHELF-NO.

VOLS.

~~5639.548~~

1

Ringo, F.J. Dresses.

ADDITIONS

MISS. 1930 ✓

Chic. 1925.-3/18/29F



SHELF-NO.

VOLS.

5639.549

1

Ringo, F.J. Linen and bedding.

ADDITIONS

Chic. 1925.-3/18/29F



SHELF-NO.

VOLS.

5639.550

1

Ringo, F.J. Girl's and junior's

ADDITIONS

ready-to-wear.

Chic. 1924.-3/18/29F

Copy 2



SHELF-NO.

VOLS.

5639.551

1

Lazarus, A. Stock control in dept.
stores.

ADDITIONS

N.Y. [1925.]-1/22/29A



SHELF-NO.

VOLS.

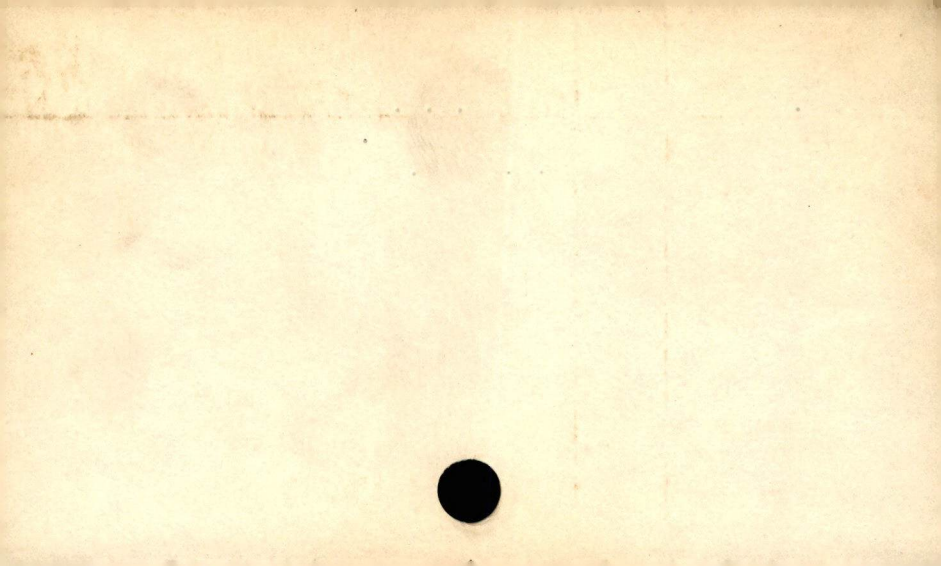
5639.552

1

Haring, C.E. The manufacturer &
his outlets.

ADDITIONS

N.Y. 1929.-(7/9/35)



SHELF-NO.

✓
VOLS.

5639.553

1

Filene, Ed. A. The model stock plan.

ADDITIONS ✓

N. Y. 1930.-Oct. 9, 30F

Mess. Sept. '34A

1

(11/21/30P)



SHELF-NO.

VOLS.

5639.554

1

✓
Filene, E.A. Unlearning business.

ADDITIONS

[Buffalo. 1936.]-(12/16/36)



SHELF-NO.

✓
VOLS.

5639.555

✓
1

Kift, R. The retail flower shop.

ADDITIONS

N.Y. 1930.-Mar. 4, 31A



SHELF-NO.

VOLS.

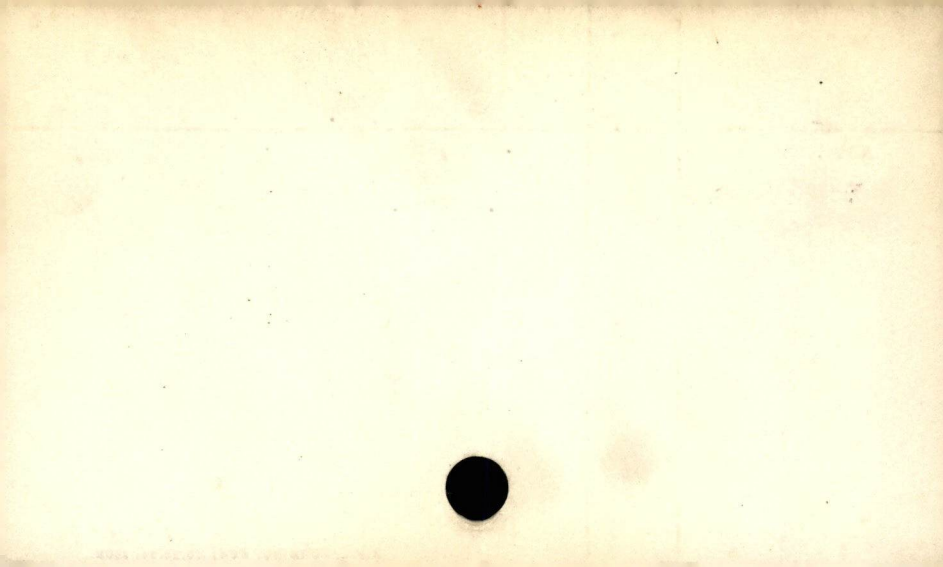
5639.556

1

Harvard College. Grad.School of

ADDITIONS

Bus.Administration. A school of
public and private business.
[Bost. 1934.]- (1/14/35)



SHELF-NO.

VOLS.

~~5639.557~~

1

Bost. Better Business Bur. Study of

ADDITIONS

comparative price advertising.

Removed to

[Bost.] [1928.]-10/2/29

HF5825.B6



SHELF-NO.

VOLS. ✓

5639.558

1

Crossley, A.M. Watch your selling
dollar!

ADDITIONS

N.Y. [1930.] - Apr. 11, 31E



SHELF-NO.

VOLS.

Repl. on HF5437.N45 1937

~~5039.559~~

1

Nat.Retail Dry Goods Assoc. The
buyers' manual.

ADDITIONS

N.Y. [1931.]-8/29/31L

Mess.Aug.33,

No repl.



SHELF-NO.

VOLS.

5639.560

1

Wess, H.B. Merchandise control.

ADDITIONS

N.Y. 1925.-1/22/29A

Mess. Sept. '34

Repl'd on
HF5429.W44



SHELF-NO.

VOLS.

~~5639.561~~

1

Nystrom, P. H. Fashion merchandising
N. Y. [1932.] - 12/30/32SS

ADDITIONS

Repl'd on
TT507.N82



SHELF-NO.

VOLS.

KBB

5639.562

10

Alex. Hamilton Inst. Modern
merchandising.

ADDITIONS

Business Branch

N.Y. [1927.]-v.1-10-8/10/29



SHELF-NO.

VOLS.

5639.563

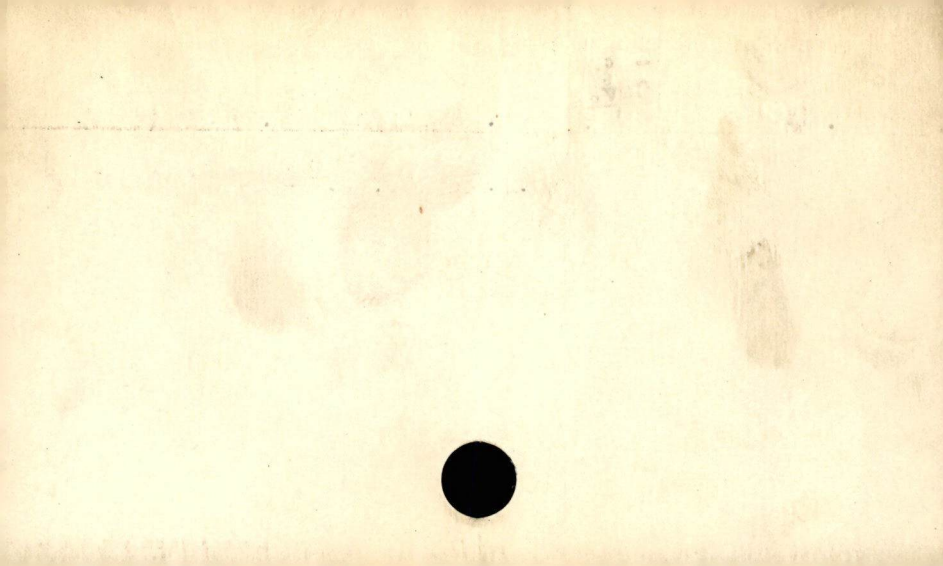
20 in

1

Alex. Hamilton Inst. Reading
guide.

ADDITIONS

[N.Y.] 1927,28.-1-20-8/10/29



SHELF-NO.

VOLS.

20 in

5639.564

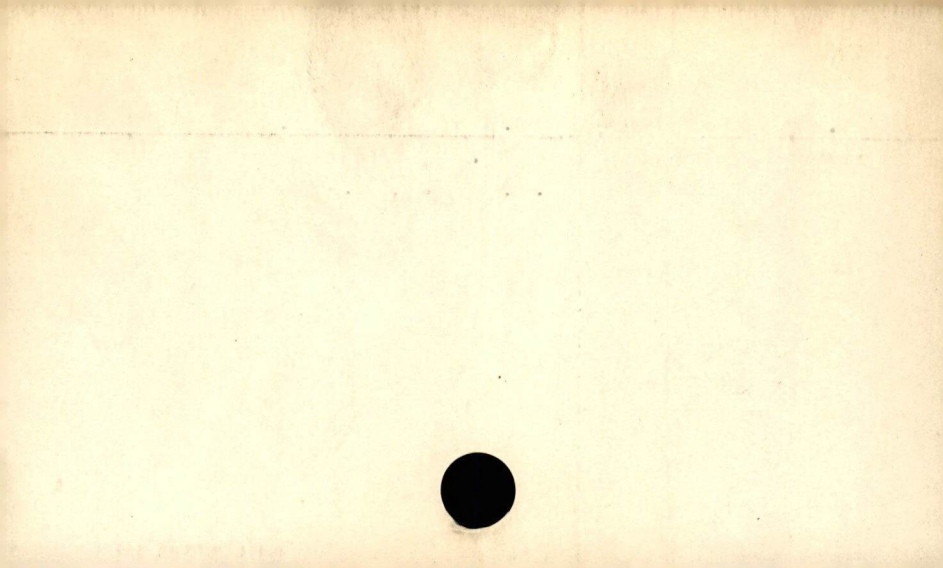
ADDITIONS

1

Alex. Hamilton Inst. Reading guide

Suppl.

[N.Y.] 1927,28.-8/10/29



SHELF-NO.

VOLS.

5639.565

1

Metropolitan Life Insur....Hand-to-
mouth buying.

ADDITIONS

[N.Y. 1927.]-6/13/29D



SHELF-NO.

VOLS. ✓

5639.566

1

Bennett, H. More for your money.

ADDITIONS

1

N.Y. 1937.-(3/27/37A)
(3/27/37A)

Orig Miss. 1940 from

A



SHELF-NO.

VOLS. ✓

5639.567

1

Baldwin, W.H. The shopping book.

ADDITIONS

N.Y. 1929.-8/19/29E



SHELF-NO.

VOLS. ✓

5639.568

1 Brindze, R. How to spend money. .

ADDITIONS

N.Y. [1935.]-(6/13/35C)

1 (6/13/35C)

1 (6/13/35C)

1 (6/13/35C)

C Trans.to
Circ.Div.A
B
C



SHELF-NO.

VOLS.

5639.569

1

Buehler, E.C., ed. Debate handbook
on the chain store question.
[Lawrence. 1930.]-Mar.31,31CC

ADDITIONS



SHELF-NO.

VOLS.

~~5639.570~~

1

~~Secrist, H. Margins, expenses,~~
profits in retail hardware stores.
Chic. 1928.-1/17/29D

ADDITIONS

Miss. 1930,

No repl.



SHELF-NO.

✓
VOLS.

5639.571

1

Gen. Bus. Research Corp., N.Y. Survey
of retail hardware business in U.S.
1928.

ADDITIONS

N.Y. 1928.-5/8/29



SHELF-NO.

VOLS. ✓

5639.572

1

Donovan, F.R. The saleslady.

ADDITIONS

Chic. [1929.]-10/2/29C



SHELF-NO.

VOLS.

5639.573

1

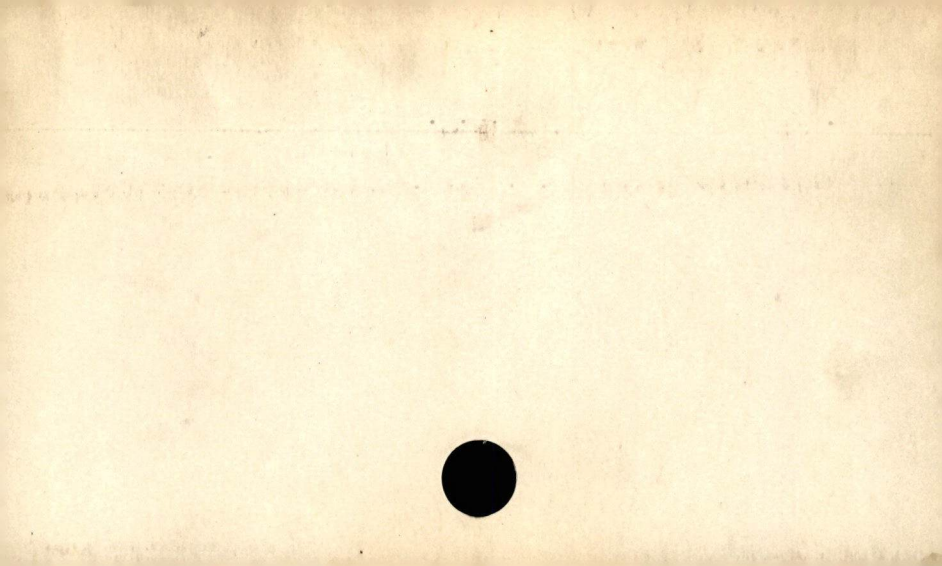
Link, H.C. The new psychology of

selling & advertising.

N.Y. 1932.-5/16/32M

ADDITIONS

OV.V/47



SHELF-NO.

VOLS.

5639.574

1

Nixon, H.K. Principles of selling.
N.Y. 1931.-Aug. 28, 31H

ADDITIONS

SHELF-NO.

VOLS. ✓

5639.575

cov. Univ. of Georgia. Sch. of Commerce.

ADDITIONS

Bur. business Research. Study.

No. 1.

Athens. [1929.]



SHELF-NO.

✓
VOLS.

5639.576

1

O'Neill, N., ed. The advertising
agency looks at radio.
N.Y. 1932.-9/26/32P

ADDITIONS



SHELF-NO.

VOLS.

5639.577

1

Sandford, W. P., etc. Business
speeches.

ADDITIONS

N. Y. 1930. - Apr. 22, 3066 (Apr. 5, 32AA)



SHELF-NO.

VOLS.

5639.578

1

Davis, H.O. The empire of the air.

ADDITIONS

Ventura. 1932.-7/29/32



SHELF-NO.

VOLS.

5639.579

1

Rheinstrom, C. Psyching the ads.

ADDITIONS

N.Y. 1929.-6/3/29G



SHELF-NO.

VOLS. ✓

5639.580

1

Arnold, F.A. Broadcast advertising.

ADDITIONS

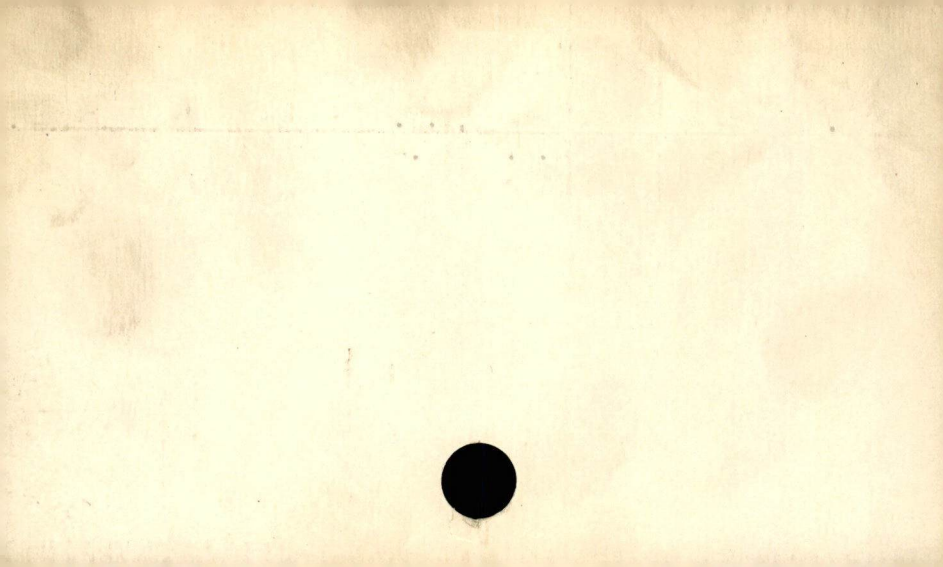
R

1

N.Y. 1931.-4/8/32A

1933(5/18/33W)

Orig. - Missing 1955



SHELF-NO.

VOLS.

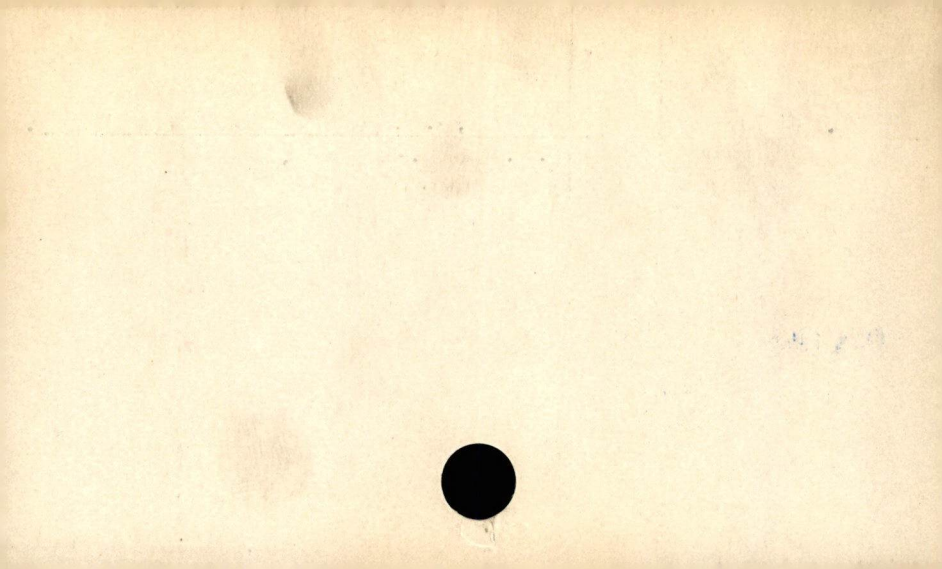
5639.581

1

Dunlap, O.E. Radio in advertising.
N.Y. 1931.-July 8, 31Q

ADDITIONS

Missing 1955



SHELF-NO.

VOLS. ✓

5639.582

1

Surrey, R. Layout technique in
advertising.

ADDITIONS

N.Y. 1929.-6/12/29H

1

(7/1/29D)

✓ A



SHELF-NO.

VOLS. ✓

5639.583

1

Franken, R.B., etc. Packages that
sell.

ADDITIONS

N.Y. [1928.]-10/18/30U



SHELF-NO.

VOLS.

5639.584

1

Azoy, A.C.M. A primer of advertising.

ADDITIONS

N.Y. 1930.-Apr. 22, 300



SHELF-NO.

✓
VOLS.

5639.586

1

✓
Lucas, D.B., etc. Psychology for
advertisers.

ADDITIONS

N.Y. 1930.-Oct. 6, 30P



SHELF-NO.

VOLS.

5639.588

1

Technical Publicity Assoc. 25

ADDITIONS

years of...
[N.Y. 1930.]-Mar.2,31



SHELF-NO.

VOLS.

~~5639.589~~

1

Hawkins, N.A. The selling process.

ADDITIONS

Orig. A

Miss. 1933✓

1

Detroit. 1920.-Feb. 20, 30C
(Feb. 20, 30C)A Miss. 1935✓
NO repl.



SHELF-NO.

¹
VOLS.

5639.590

1

Huston, M. Salesman from the
sidelines.

ADDITIONS

N.Y. 1932.-10/21/32J



SHELF-NO.

VOLS.

5639.591

1

Lockley, L.C. Vertical cooperative

ADDITIONS

advertising.

N.Y. 1931.-Mar. 18, 31Z



SHELF-NO.

VOLS.

5639.593

1

Herrold, L.D. Advertising real
estate.

ADDITIONS

N.Y. 1931.-Apr. 1, 31II



SHELF-NO.

VOLS.

5639.595

1

Better business.

ADDITIONS

Phila. [1914.]-Jan.17,29K



SHELF-NO.

VOES.

5639.597

1

Hess, W.W. Advertising.

ADDITIONS

Phila. [1931.] - May 27, 31Z



SHELF-NO.

VOLS.

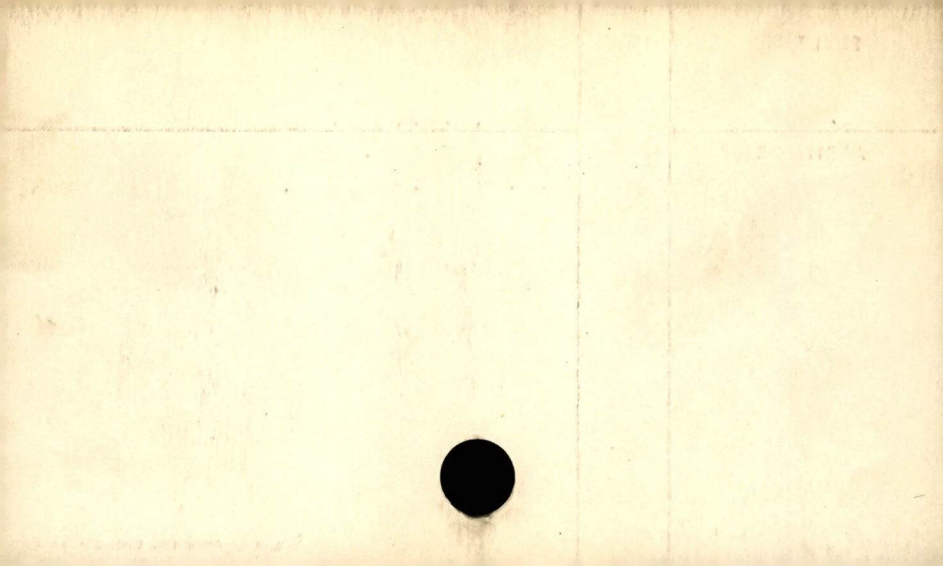
5639.599

1

Goode, K.M., etc. More profits from
advertising.

ADDITIONS

N.Y. 1931.-May 22, 31M



Shelf 5639.....

600✓	610	620✓	630✓	640✓	650	660✓	670✓	680✓	690✓
601✓	611✓	621	631	641	651✓	661✓	671	681	691✓
602	612✓	622✓	632✓	642✓	652	662✓	672✓	682✓	692✓
603✓	613	623	633✓	643	653✓	663	673	683	693
604	614✓	624✓	634✓	644✓	654✓	664✓	674✓	684✓	694
605✓	615	625✓	635	645	655✓	665	675	685	695
606✓	616✓	626✓	636✓	646✓	656	666✓	676✓	686✓	696✓
607✓	617	627	637	647	657✓	667	677	687	697
608	618✓	628✓	638✓	648✓	658✓	668✓	678✓	688✓	698
609✓	619	629	639	649	659✓	669	679	689	699



SHELF-NO.

VOLS.

R Rem. to HF5823.G585

~~5639.600~~

1

Goode, K.M. Manual of modern
advertising.

ADDITIONS

Miss. 1936 /

N.Y. [1932.]-3/28/33Q

1940 -R-

1

---- Modern advertising.
N.Y. [1937.]-3/2/37JJ

SHELF-NO.

VOLS.

~~5639-601~~

1

Dutton, H. P. Principles of
organization as applied to busi-
ness.

ADDITIONS

N. Y. 1931.-Sept. 14, 31E

mess. May, 34
No repl.



SHELF-NO.

VOLS.

5639.603

1

Myers, H. Human engineering.

ADDITIONS

N.Y. 1932.-3/28/32



SHELF-NO.

VOLS.

5639 .605

1

Bristol, L.H. Profits in advance.

ADDITIONS

N.Y. 1932.-7/11/32D



SHELF-NO.

VOLS.

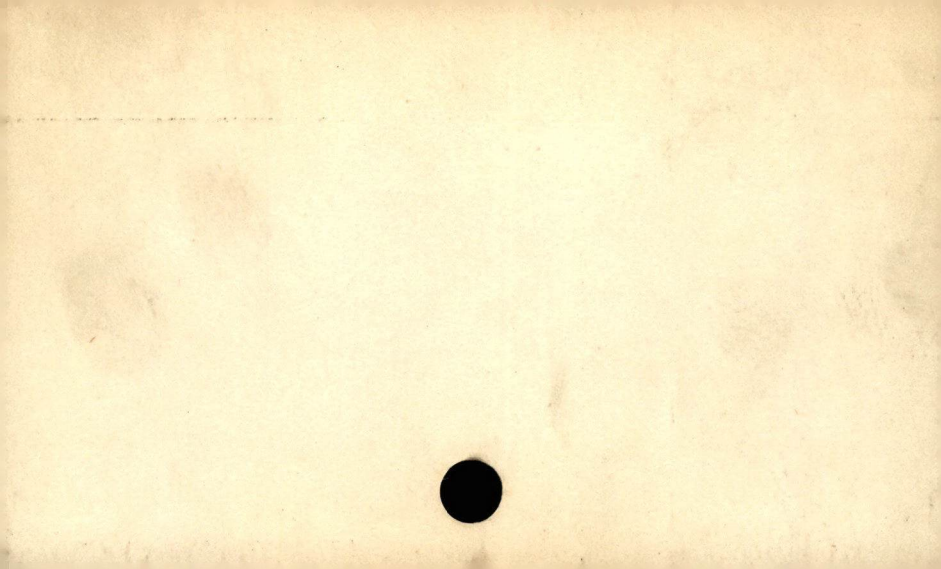
5639.606

1

Kahm, H. S. Start your own business.

ADDITIONS

N.Y. 1937.--(10/4/37A)



SHELF-NO.

VOLS.

5639.607

1

Readings in indust. psychology.

N.Y. 1931.-8/2/32M

SHELF-NO.

VOLS.

5639.609

1

Lord, F.W. Ethics of contracting...

ADDITIONS

Garden City. 1918.-12/10/19



SHELF-NO.

✓
VOLS.

5639.611

1

✓
Heermance, E.L. Can business

ADDITIONS

govern itself?
N.Y. 1933.-5/27/33B



SHELF-NO.

VOLS.

~~5639.612~~

1

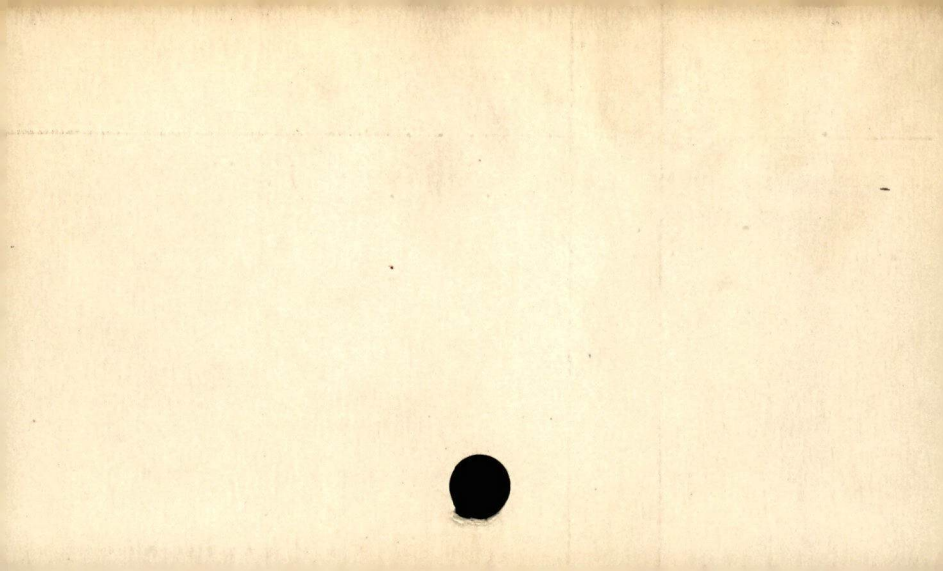
~~Creed, W.E. Safeguarding the future
of private business.
Bost. 1923.-2/23/32MM~~

ADDITIONS

Rem. to

HF5386

.C895



SHELF-NO.

VOLS.

5639.614

1

Flynn, J. T. Graft in business.

ADDITIONS

N.Y. [1931.]-Sept. 21, 31B



SHELF-NO.

VOLS.

~~5659-618~~

1

Brewster, A. J., etc. Introduction
to advertising.

ADDITIONS
MISS. 1939

N.Y. 1931.-9/14/31D
[1935.]-1/29/36DD

No repl.



SHELF-NO.

VOLS.

~~5639.618~~

1

Reichenbach, H.

Phantom fame.

N.Y. 1931.-XI/14/31N

Miss. 1932 ✓

Repl'd on

PN4784.P8R4



SHELF-NO.

VOLS.

~~5639.620~~

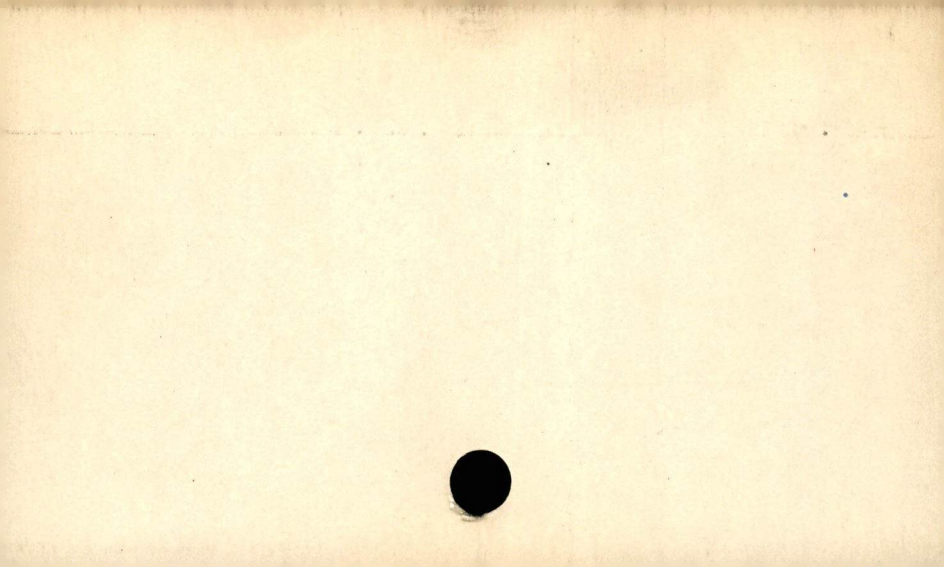
1

Gundlach, E.T. Facts & fetishes in
advertising.
Chic. 1931.-4/11/32Q

ADDITIONS

Mess. 6/35

No repl.



SHELF-NO.

VOLS.

~~5639.622~~

1

Collins, K. The road to good
advertising.

ADDITIONS

MISS. 1939

N.Y. [1932.]-5/4/32P

No repl.



SHELF-NO.

VOLS.

5639.624

1

Caples, J. Tested advertising
methods.

ADDITIONS

N.Y. 1932.-5/24/32BB



SHELF-NO.

VOLS.

5639.625

1

Caples, J. Advertising for
immediate sales.
N.Y. 1936.-(3/23/36N)

ADDITIONS

Ov.X/47



SHELF-NO.

VOLS.

~~5639.626~~

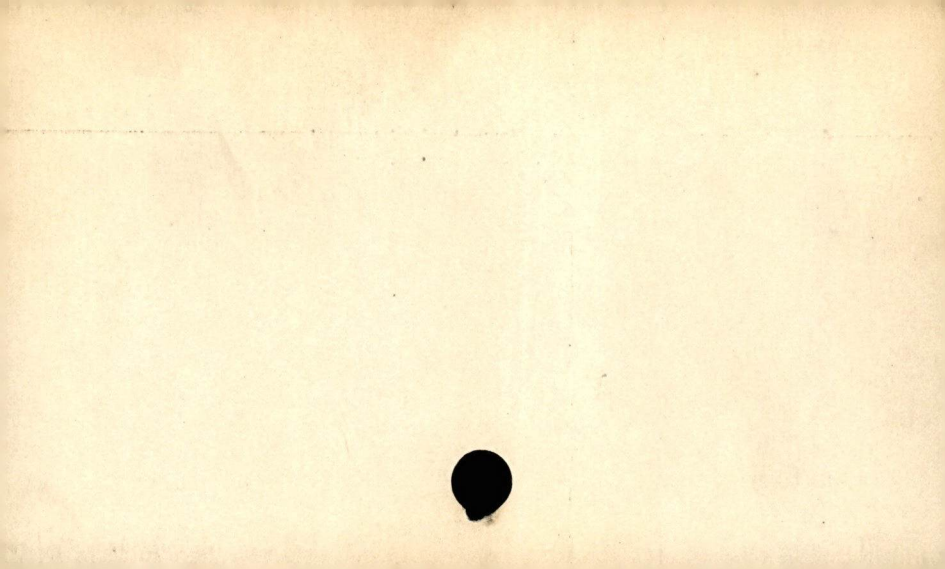
1

~~Batten, H.A., etc. The written word~~

ADDITIONS

~~N.Y. [1932.]-10/10/32C~~

Rem. to
HF5825/B3




SHELF-NO.

✓
VOLS.

5639.628

1


James, A., comp. & ed. Careers in
advertising.

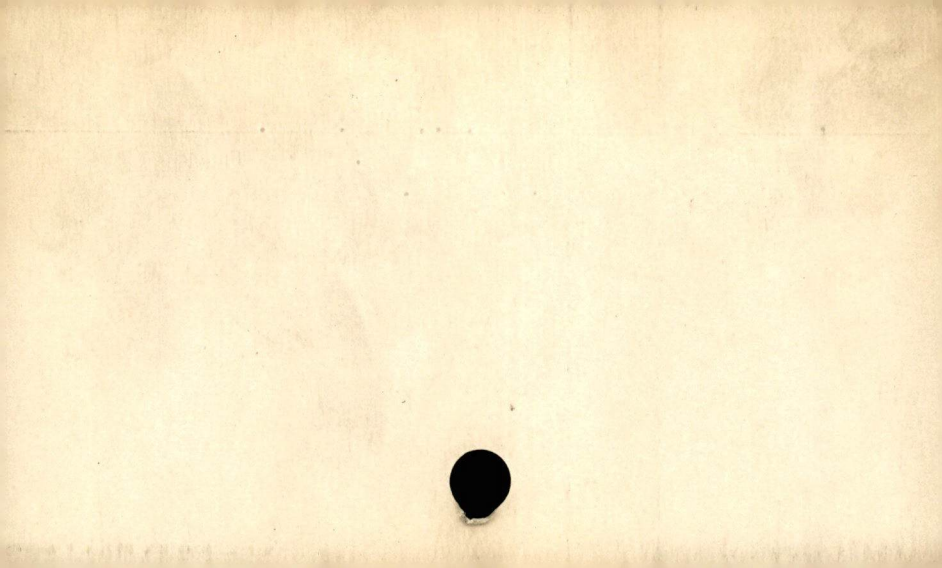
N.Y. 1932.-10/18/32V

ADDITIONS

HF5826

.J85

copy 2



SHELF-NO.

VOLS.

5639.630

1

Jones, J. P. Public relations,

ADDITIONS

public policy & commercial
publicity.

Miss rep. 1962

A

1

N. Y. [1933?]-8/8/33
(3/15/35)



SHELF-NO.

VOLS.

5639.632

1

Mayer, R.C. How to do publicity.

ADDITIONS

N.Y. 1933.-11/22/33I

Miss. 1935

R

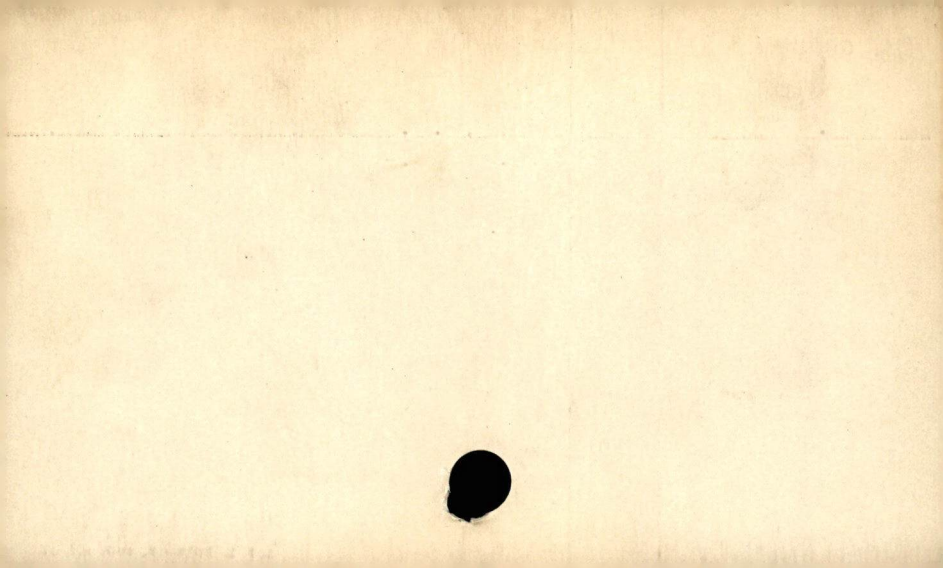
1

1937.--(7/20/37N)

1

(8/4/370)

R-A Trans.to R-A
Circ.Div.



SHELF-NO.

VOLS

~~5639.633~~

1

Washburn, C. Press agency.

N.Y. [1937.]-(5/17/37J)

ADDITIONS

Removed to
HM263.W3



SHELF-NO.

VOLS.

Orig.rem.to: HF5823.H575
R rem.to: HF5823.H575 1940

~~5639.634~~

1

Hotchkiss, G.B. An outline of
advertising.

N.Y. 1933.-1/24/34PP

1937.-5/24/38F

~~R~~

1

1940.-(1/24/41L)

SHELF-NO.

VOLS.

~~5639.536~~

1

DeLopatecki, E. Advertising lay-
out & typography.

N.Y. [1935.]- (1/18/36L)

ADDITIONS

Removed to

4099.02-143



SHELF-NO.

VOLS. ✓

~~5639.638~~

1

Madden, C. The advertising of
hotels.

Chic. 1935.-(3/17/36H)

ADDITIONS

Remvoed to
HF6161.H55M3



SHELF-NO.

VOLS.

~~5639.640~~

1

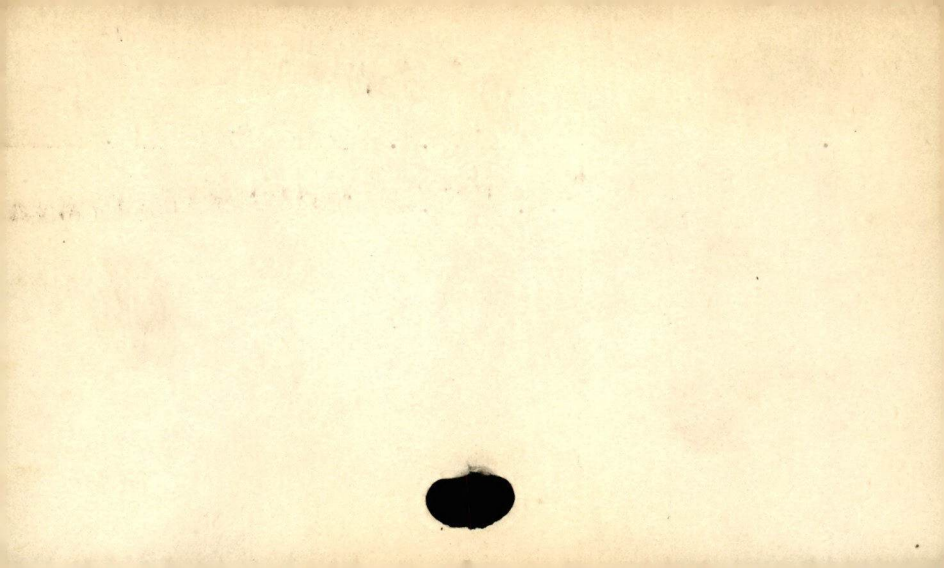
Rudolph, H.J. Four million in-
quiries from magazine advertising.
N.Y. 1936.--(8/29/36M)

ADDITIONS

MISS. 1937

Repl'd on

HF5905.R8



SHELF-NO.

VOLS.

5639.642

1 Reed, V.D. Advertising and selling
industrial goods.
N.Y. [1936.]- (11/5/36H)

ADDITIONS

Missing 1962

no repl.



SHELF-NO.

VOLS.

5639.644

1

Kenner.H.J. The fight for truth
in advertising.

ADDITIONS

N.Y. 1936.-(12/9/36K)

1

(1/8/37)

A



SHELF-NO.

VOLS. ✓

5639.646

1

Howard, K.S. How to write advert-
isements.

ADDITIONS

N.Y. 1937.--(4/5/37SS)



SHELF-NO.

VOLS.

~~5639.648~~

1

Goode, K.M. What about radio?

Cond. X/47 ✓

N.Y. 1937.-(4/16/37CC)

Mess. 8/38 ✓ A

1

(4/26/37P)



SHELF-NO.

VOLS.

~~5659-651~~

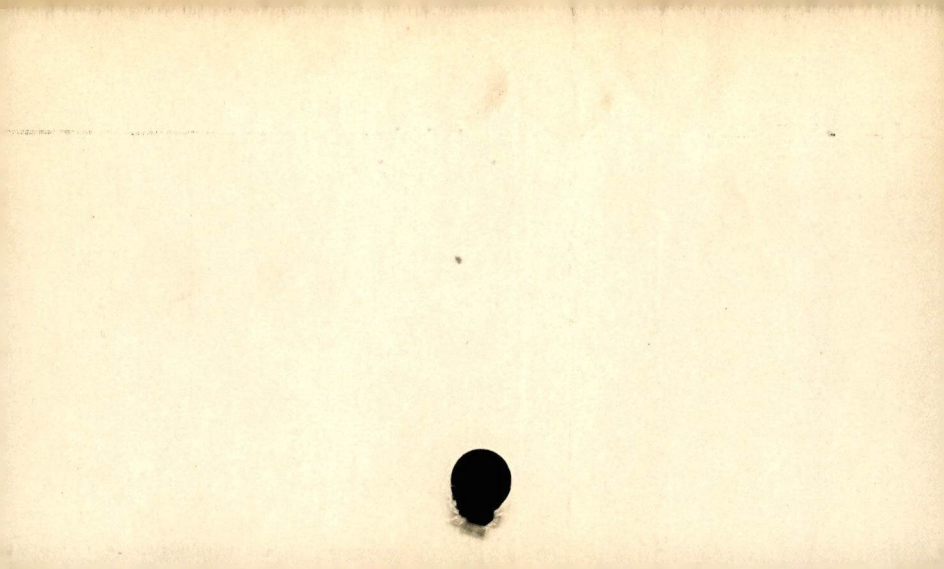
1

Casson, H.N. Will-power in business

ADDITIONS

Lond. [1931.]-4/1/32B

Miss. 1932,
No repl.



SHELF-NO.

VOLS.

5639.653

1

Taussig, F.W., etc. Amer. business

ADDITIONS

leaders.

N.Y. 1932.-10/15/32T



SHELF-NO.

VOLS. ✓

5639.654

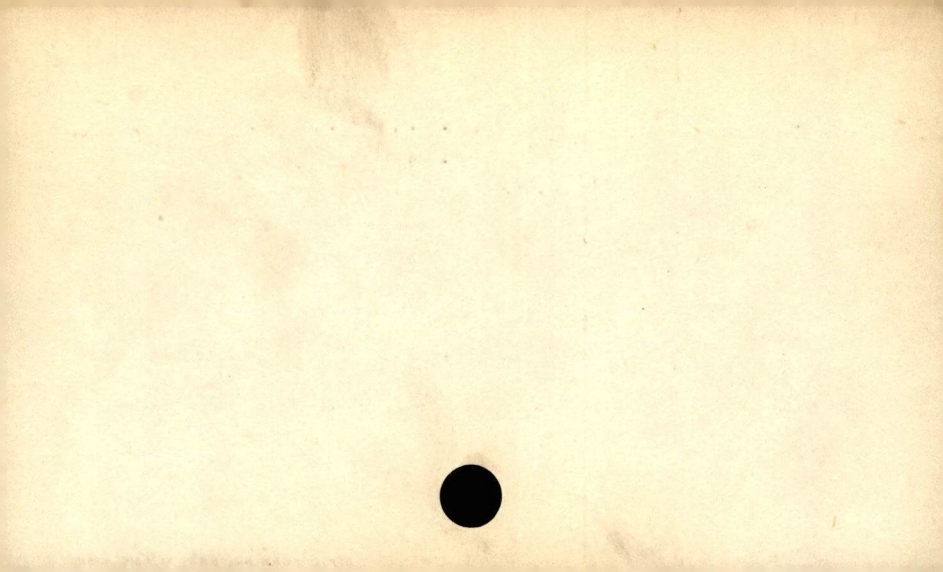
1

Byron, B.G., etc., eds. America
speaks.

ADDITIONS

1

N.Y. [1928.]-(6/21/37K)
(9/20/38DD)



SHELF-NO.

VOLS.

5639.655

1

Frederick, J.G., ed. For top-

ADDITIONS

executives only.

Miss. 1942

N.Y. 1936.-(10/1/36Z)



SHELF-NO.

VOLS.

5639.657

1

Stampers Arrival of Buyers, Inc.

ADDITIONS

[New York manual.]
[N.Y. 1936.]- (11/20/36)



SHELF-NO.

VOLS.

5639.658

1 Stampers Arrival of Buyers, Inc.

ADDITIONS

Ready to wear buyers register...

Fall, 1936.

N.Y. [1936.]- (11/20/36)



SHELF-NO.

VOLS.

~~5639.659~~

2

Nat.Salesmen's Training Assoc.

ADDITIONS

N.S.T.A. Lecture series.

Chic. [1930-32.]-11/4/32EE

✓. 1, 2 Miss. 1936
No repl.



SHELF-NO.

✓
VOLS.

5639.660

✓
16

Nat. Salesmen's Training Assoc.

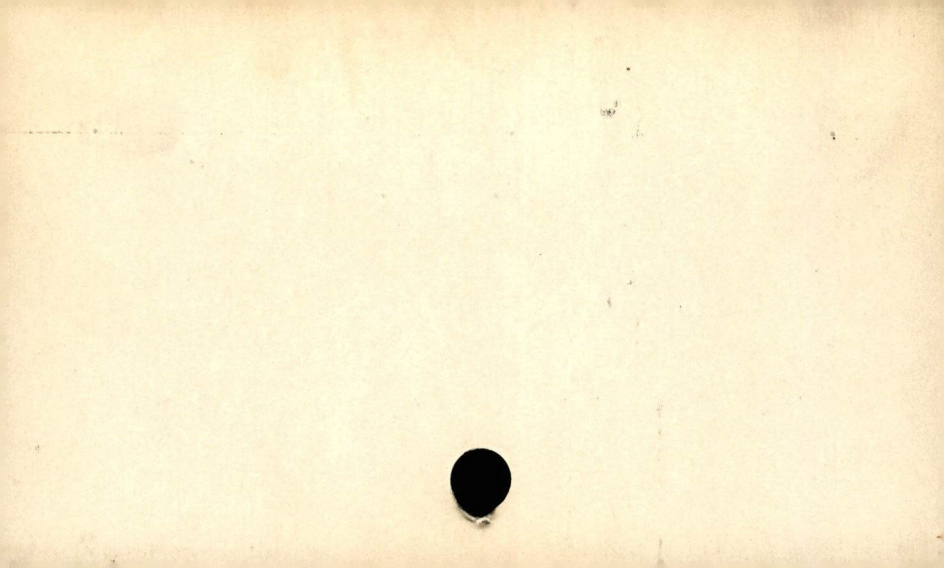
ADDITIONS

Practical salesmanship.

V.L. Missing 1962

Chic. [1931.]-11/4/32EE

no rep



SHELF-NO.

✓
VOLS.

5639.661

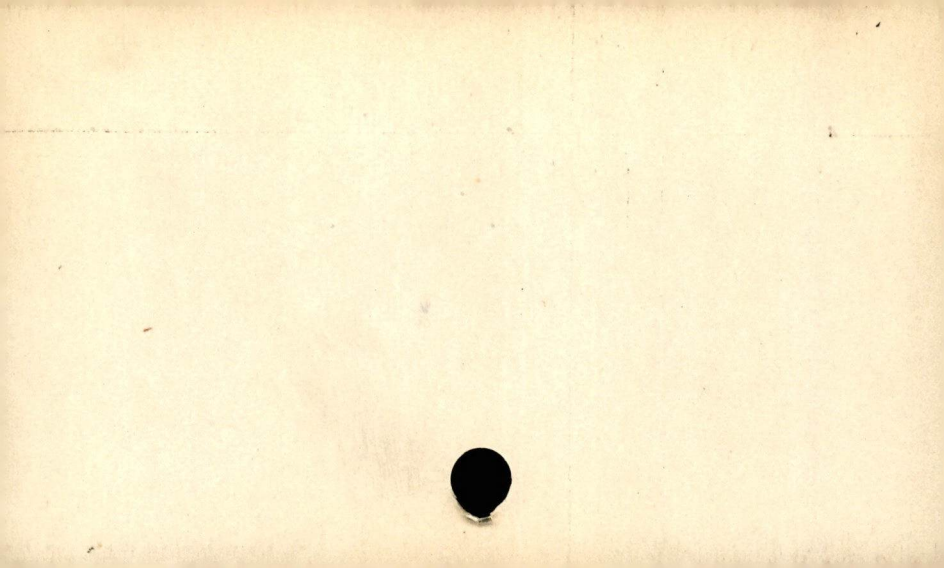
2

Nat. Salesmen's Training Assoc.

ADDITIONS

Practical sales talks-demonstrations.

Chic. [1929-32.]-11/4/32EE



SHELF-NO.

VOLS.

5639.662

1

Nat.Salesmen's Training Assoc.

ADDITIONS

Standard analysis of demonstration
sales.

[Chic. 193-?]-11/4/32EE



SHELF-NO.

VOLS.

5639.664

1

Larrabee, C.B., etc. Check list of
advertising, selling...essentials.

ADDITIONS

N.Y. 1937.-(6/26/37A)

A

1

(10/21/37G)



SHELF-NO.

VOLS.

5639.666

1

Bennett, C. Scientific salesman-
ship.

ADDITIONS

Missing 1962

No repl.

St. Louis. 1933.-(2/12/34G)(1/23/36D)



SHELF-NO.

VOLS.

5639.668

1

Young, V. The go-giver.

ADDITIONS

Indianapolis. [1934.]-9/12/34G.

MISSING 1946

No repl.



SHELF-NO.

VOLS.

5639.670

1

Cole, R., etc. Rex Cole on sales-
manship.

ADDITIONS

N.Y. [1935.]- (2/1/36D)



SHELF-NO.

VOLS.

~~5639-672-~~

ADDITIONS

MISS. 1938

No repl.

3

Bigelow, B. The knack of
selling more.
N.Y. 1936.-(7/22/36Z)



SHELF-NO.

VOLS.

5639.674

1

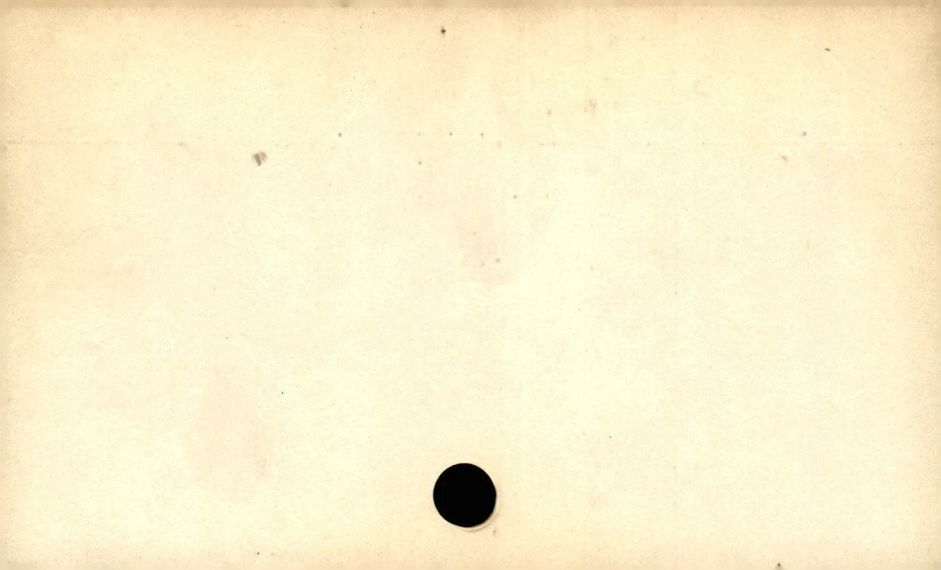
Goode, K.M., etc. Showmanship in
business.

ADDITIONS

N.Y. 1936.-(11/24/36K)

1 2nd.ed.-(5/25/37HH)
1 [1939.]- (5/17/39S)

R
S



SHELF-NO.

VOLS.

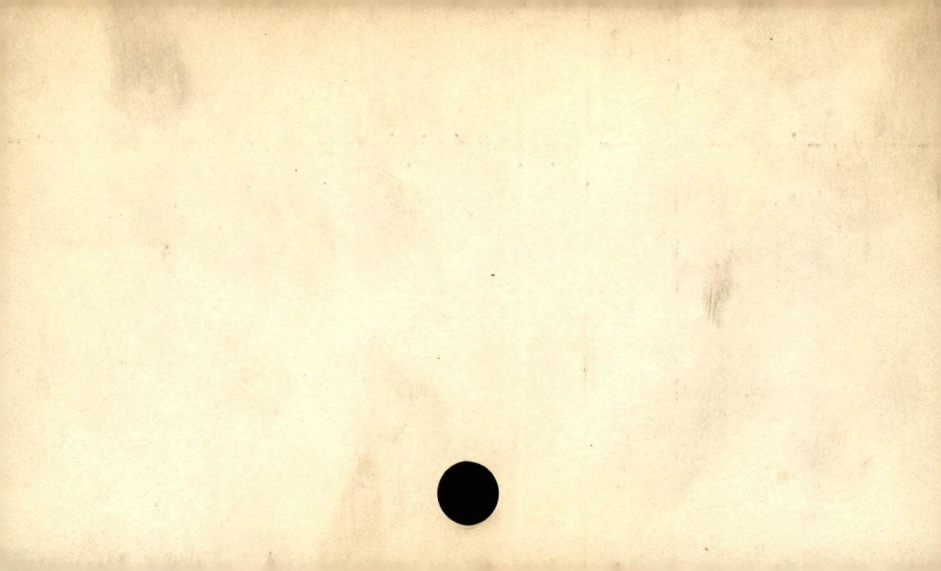
5639.676

2

Collins, G.R. Outline of business.

ADDITIONS

N.Y. [1929.]- (1/29/37)



SHELF-NO.

VOLS.

~~5639.678~~

1

~~Ivey, P.W. Successful salesmanship.~~

~~N.Y. [1937.]- (4/9/37P)~~

ADDITIONS

Miss. 1940

from

Repl'd on

HF5438.I 93 1941



SHELF-NO.

VOLS.

5639.680

1

Borden, R.C., etc. How to win a
sales argument.

ADDITIONS

Missing 1962
No repl.

N.Y. [193-?]- (5/25/37HH)



SHELF-NO.

✓
VOLS.

5639.682

5

Vardaman, B.R., etc. Salesmanship.
Scranton. [1936.]- (5/11/37A)

ADDITIONS



SHELF-NO.

VOLS.

~~5639.684~~

1

Simmons, H. How to get the order.

ADDITIONS

N.Y. 1937.--(10/9/37G)

Ov. VII/40

No repl.



SHELF-NO.

VOLS ✓

5639.686

1

Fox, W.M. Profitable control
of salesmen's activities.
N.Y. 1937.--(11/15/37N)

ADDITIONS



SHELF-NO.

VOLS. ✓

5639.688

1

✓
Barton, F.B. How to sell in chain
stores.

ADDITIONS

N.Y. 1937.-(9/14/37LL)



SHELF-NO.

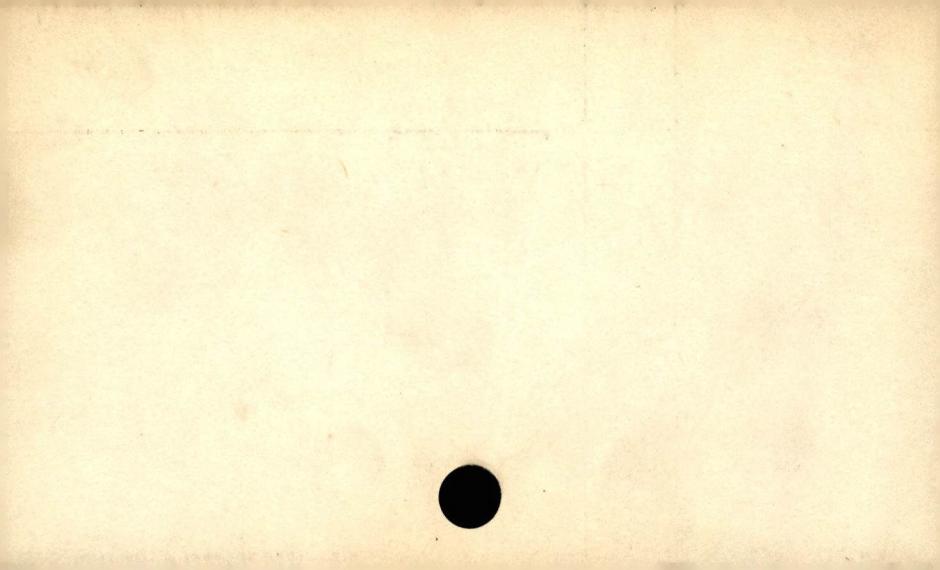
VOLS.

5639.690

1

✓
Weiss, E.B. How to sell to and
through department stores.
N. Y. 1936.-(2/11/37HH)

ADDITIONS



SHELF-NO.

VOLS.

5639.691

1

✓
Weiss, E.B., etc. How to sell
through wholesalers.
N.Y. 1937.-(11/3/37E)

ADDITIONS



SHELF-NO.

VOLS.

5639.692

4

Sporting Goods Trade Directory, The.

ADDITIONS

[1930, 1931-32.]

St. Louis. 1930, 31.-

1930(8/6/30)

1931-32(12/17/31)

1932-33(8/17/32)

1933-34(10/17/33)

1970-71 rcd 5-72

1972 (rcd)

1977 (rcd)

Humanities
Reference

(over)

v. 71, 1982 (12/84)

SHELF-NO.

VOLS.

5639.696

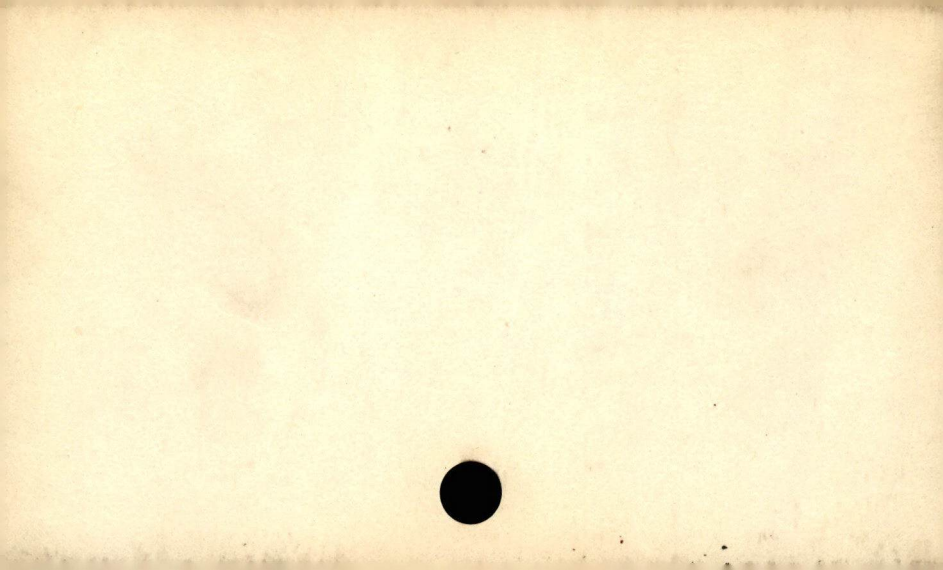
1

Almanac, The, of office Equipment

ADDITIONS

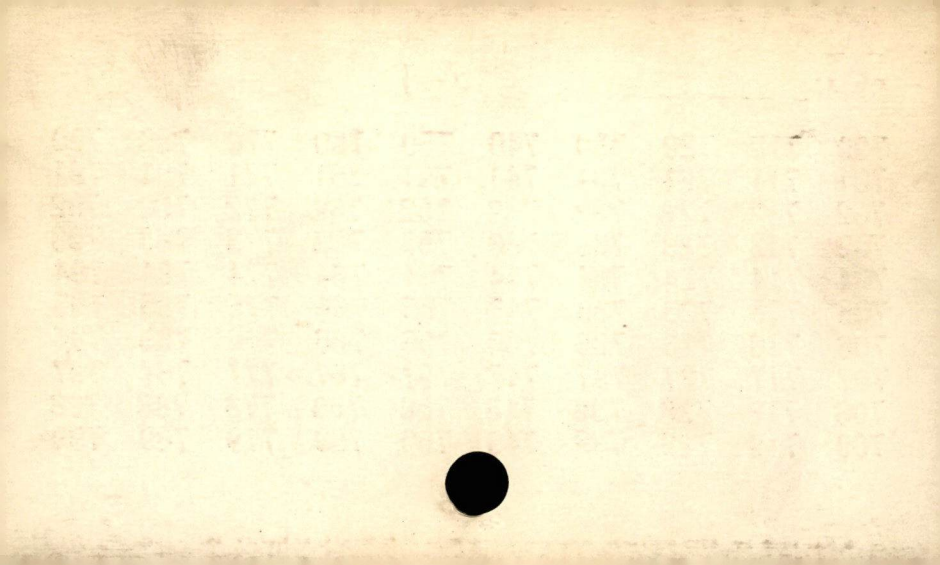
[1937.]

[Chic. 1937.]- (7/21/37W)



Shelf 5639.....

700	710	720 ✓	730	740 ✓	750	760	770	780	790
701 ✓	711	721	731 ✓	741	751	761	771	781	791
702	712	722 ✓	732	742	752	762	772	782	792
703 ✓	713	723	733	743	753	763	773	783	793
704	714	724	734	744	754	764	774	784	794
705 ✓	715	725 ✓	735	745	755	765	775	785	795
706	716	726	736	746	756	766	776	786	796
707 ✓	717	727	737	747	757	767	777	787	797
708	718	728	738	748	758	768	778	788	798
709 ✓	719	729 ✓	739	749	759	769	779	789	799



SHELF-NO.

VOLS.

~~5639.701~~

ADDITIONS

MISS. 1937

No Repl.

1

~~Morrill, A. A., etc.~~ Applied office
practice.

Bost. [1931.] - 3/6/33A 2/26/36S



SHELF-NO.

VOLS.

~~5639-703~~

1

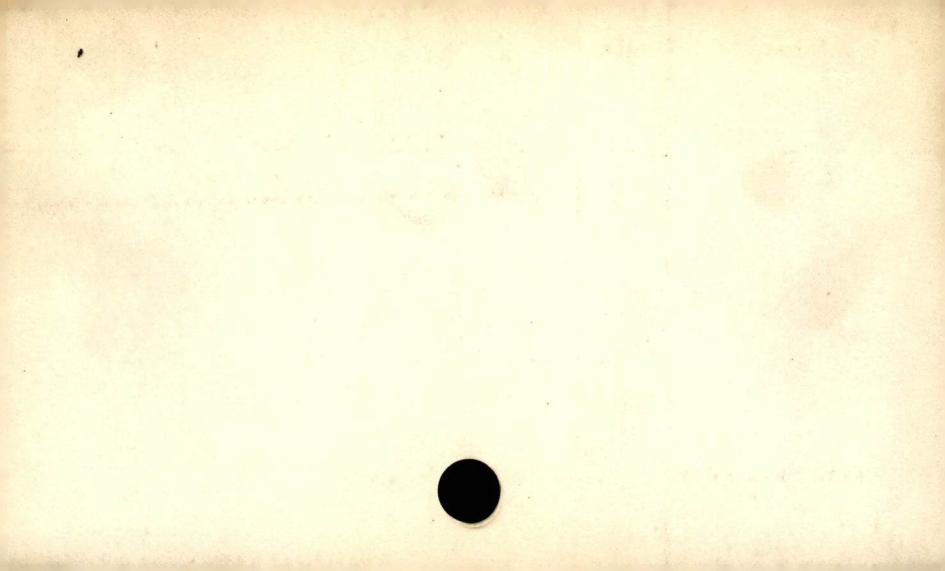
Niles, H.E., etc. The office supervisor.

ADDITIONS

Rem. to

HF5547.N55

N. Y. 1935.-(3/12/35N)



SHELF-NO.

VOLS.

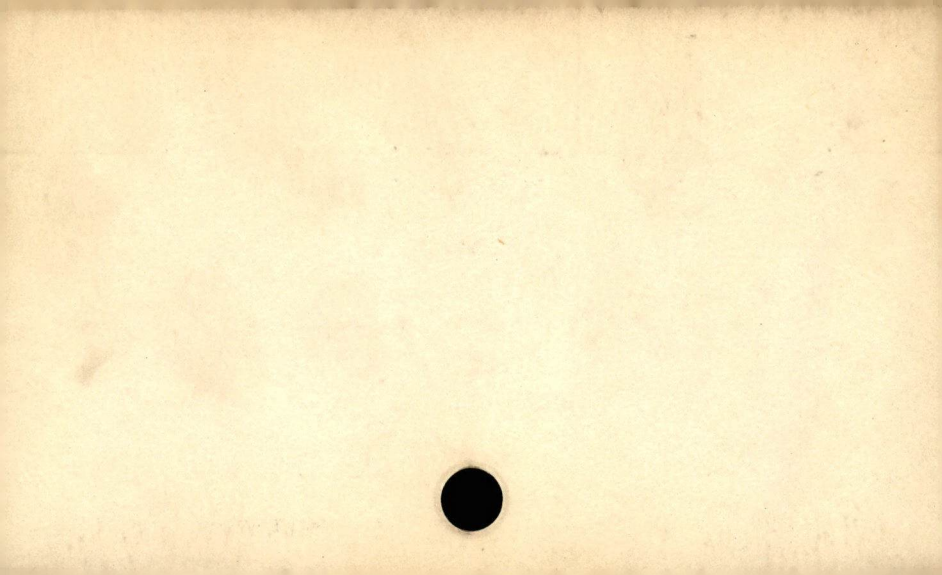
5639.705

1

Harris.G.L. Business offices.

ADDITIONS

N. Y. 1935.-(1/2/36Z)



SHELF-NO.

VOLS.

5639.707

1

Cahill, M.F. Junior office practice.

ADDITIONS

N.Y. 1926.-(3/28/36)



SHELF-NO.

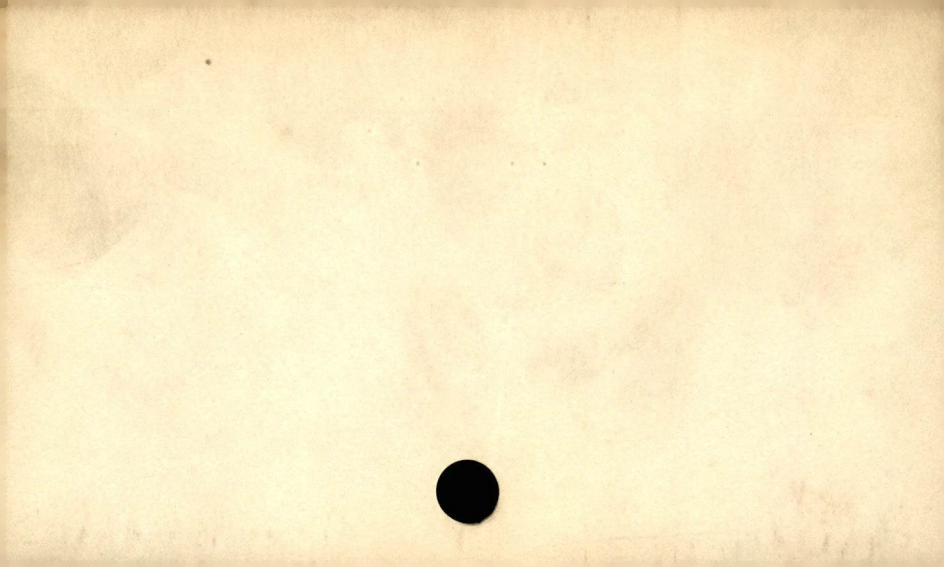
VOLS.

5639.709

1 Wilson, E.B. Getting things done
in business.

ADDITIONS

N.Y. 1937.- (9/10/37JJ)



SHELF-NO.

VOLS.

5639.720

1

Crippen, J.K. Successful direct-
mail methods.
N.Y. 1936.-(5/11/37A)

ADDITIONS

SHELF-NO.

VOLS.

5639.722

1

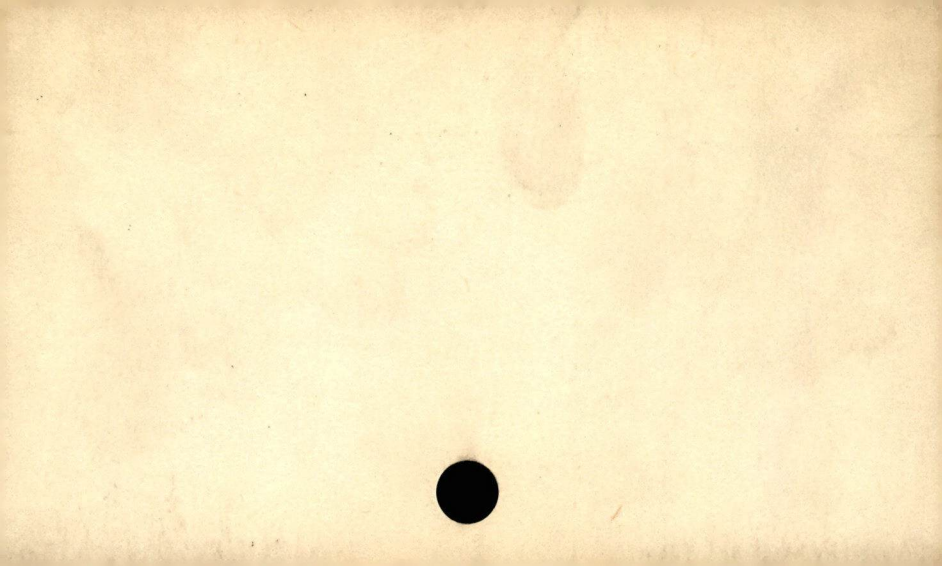
Egner, F. How to make sales letters
make money.

ADDITIONS

Missing 1962

No repl.

N.Y. 1937.-(7/20/37N)



SHELF-NO.

VOLS.

5639.725

1

O'Dea, M. A preface to advertising.
N.Y. [1937.]- (6/28/37N)

ADDITIONS



SHELF-NO. _

VOLS. ✓

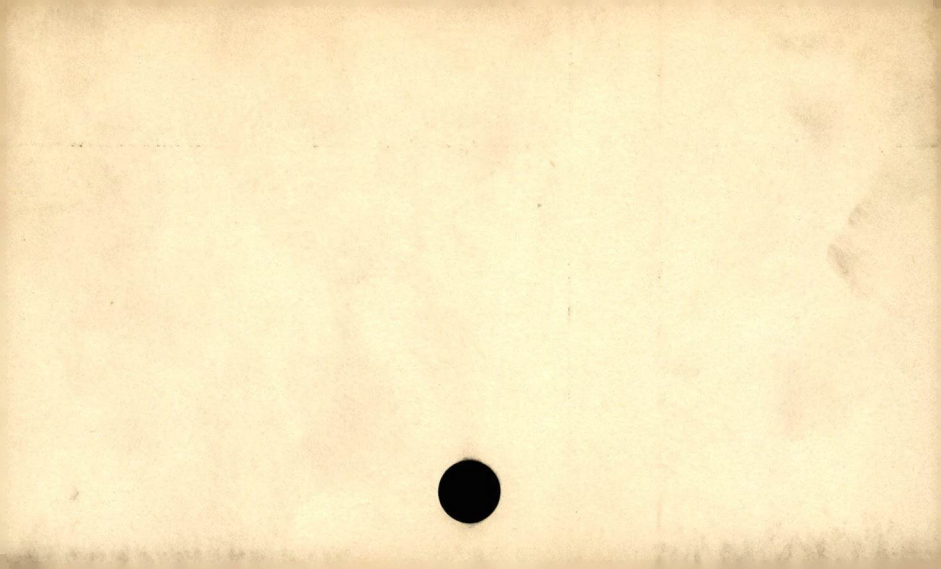
5639.729

1

Nixon, H.K. Principles of advertis-
ing.

ADDITIONS

N.Y. 1937.-(10/5/37X)



SHELF-NO.

VOLS. ✓



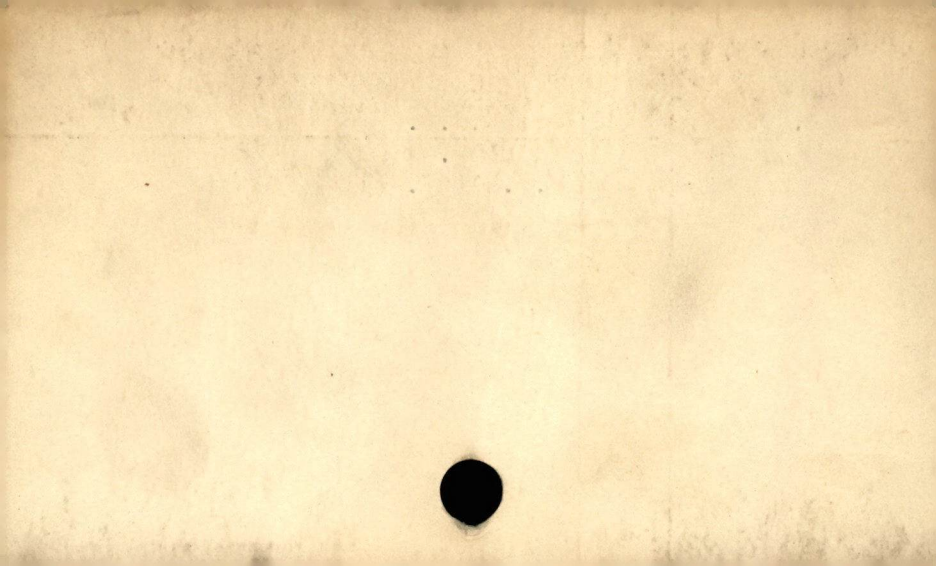
5639.731

1

Adams, J.R. More power to advertising.

ADDITIONS

N.Y. 1937.--(11/3/37E)



SHELF-NO.

VOLS.

5639.740

1

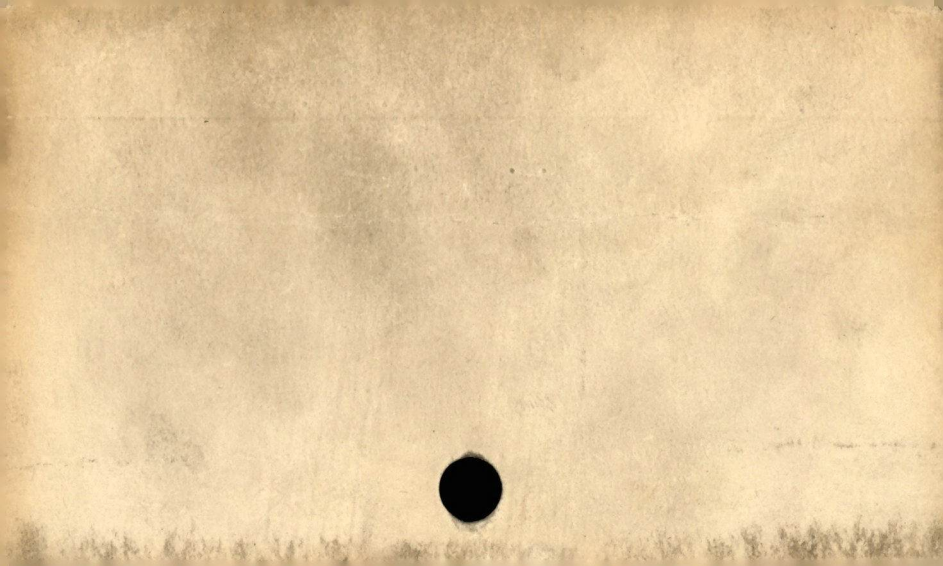
MacNair, M.P., etc. Problems in
retailing.

ADDITIONS

N.Y. 1937.--(11/15/37N)
(5/31/38U)

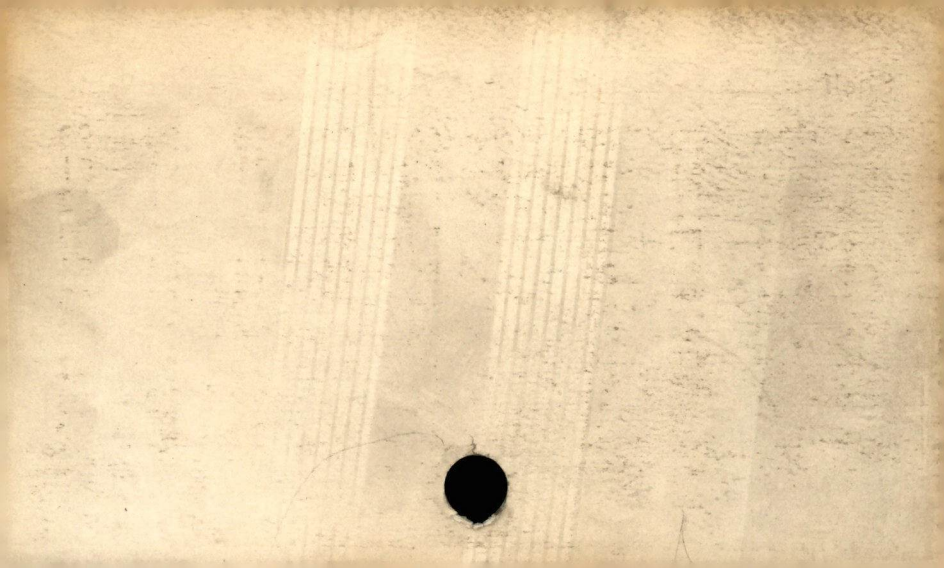
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A



Shelf 5639^A

00	10	20 ^x	30 ^x	40 ^x	50	60	70	80 ^x	90
01 ^x	11 ^x	21 ^x	31 ^x	41	51 ^x	61 ^x	71 ^x	81 ^x	91
02 ^x	12 ^x	22	32	42 ^x	52 ^x	62	72	82 ^x	92
03 ^x	13 ^x	23 ^x	33 ^x	43	53 ^x	63	73	83 ^x	93
04 ^x	14 ^x	24 ^x	34	44 ^x	54	64	74	84	94
05 ^x	15 ^x	25 ^x	35 ^x	45 ^x	55 ^x	65 ^x	75 ^x	85	95
06	16 ^x	26 ^x	36 ^x	46 ^x	56	66	76 ^x	86 ^x	96
07 ^x	17 ^x	27 ^x	37 ^x	47 ^x	57 ^x	67	77 ^x	87	97
08 ^x	18	28 ^x	38 ^x	48	58	68	78 ^x	88 ^x	98
09 ^x	19 ^x	29 ^x	39	49 ^x	59 ^x	69 ^x	79	89	99



SHELF-NO.

VOLS.

5639A.1

1

Harvey, J. Collection of English
precedents.
Savoy. 1754.-62396

ADDITIONS



SHELF-NO.

✓
VOLS.

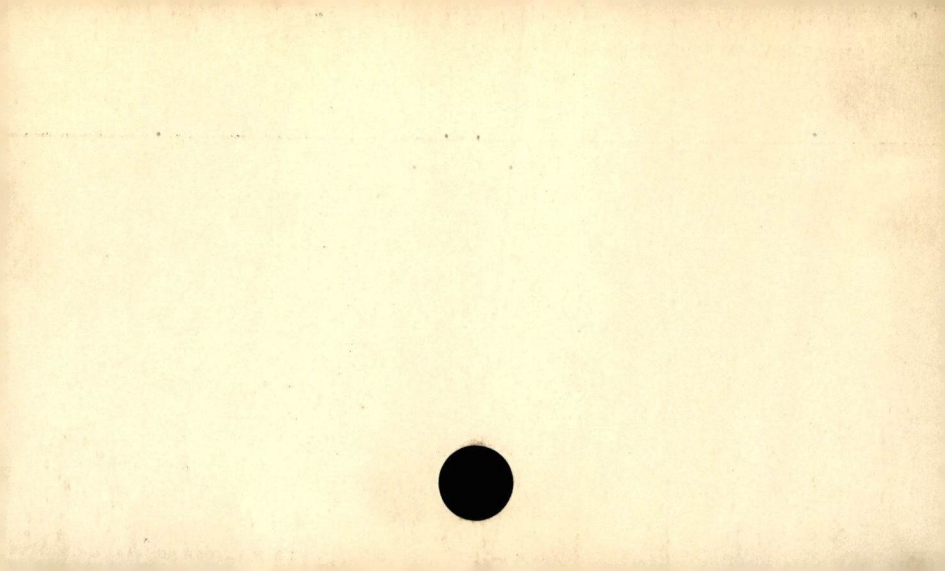
5639A.2

1

Polson, A. Law and lawyers.

ADDITIONS

Lond. 1858.-35296



SHELF-NO.

VOLS.

5639A.3

1

Huttell, T. Rem. in house of assem.

ADDITIONS

N.Y. 1837.

Boston. 1867.-82875



SHELF-NO.

VOLS.

5639A.4

1

Freeman, S. Am. clerk's mag. legal

ADDITIONS

forms. 5th ed.

Bost. 1802.-12990

Tr to:

XH. 802. F87V



SHELF-NO.

VOLS.

5639A.5

2

Jones, F.C. Attorney's new pocket
book.

ADDITIONS

London. 1798.-117796



SHELF-NO.

VOLS.

5639A.6

1

Cushing, L.S. Manual of parlia-

ADDITIONS

mentary practice.

Rem. to 5569A.149

Bost. 1851.-121638



SHELF-NO.

VOLS. ✓

5639A.7

1

Tony.P. Manuel de la police de
France.
Paris. 1839.-141677

ADDITIONS



SHELF-NO.

VOLS.

RB

5639A.8

1

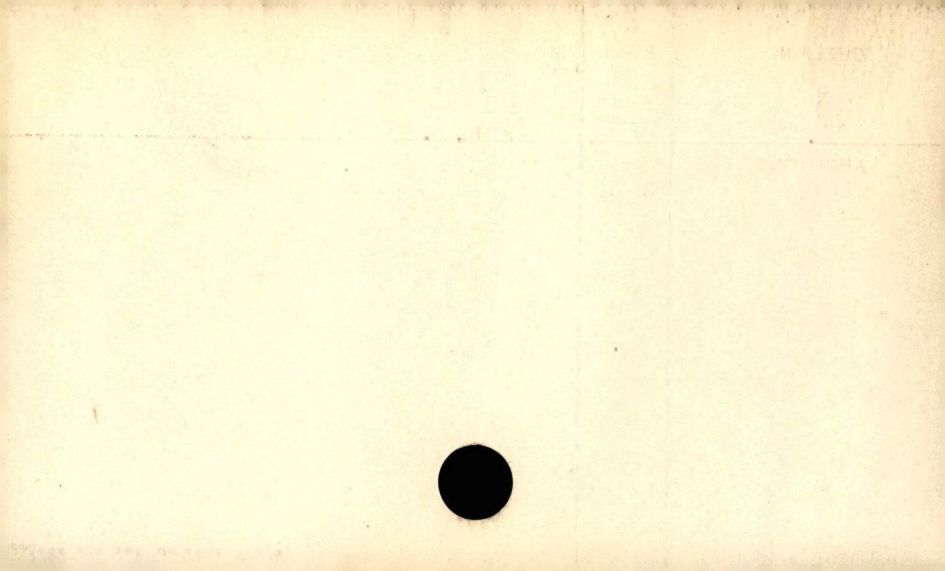
Freeman, S. The probate auxiliary.

ADDITIONS

Portland. 1793.-164545

Tr to:

XH. 793. F87P



SHELF-NO.

✓
VOLS.

5639A.9

/

Darling.C.J. Scintillae juris.

ADDITIONS

Lond. 1877.-215461



SHELF-NO.

VOLS.

5639A.10

1

Boyand, N. J. B. Nouveau guide des
maires ou manuel des officiers.
Paris. 1853.-66447

ADDITIONS

Miss. 1914



SHELF-NO.

✓
VOLS.

5639A.11

1

✓
Freeman, S. The probate directory.

ADDITIONS

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officers and teachers.
N.Y. 1885.-362005

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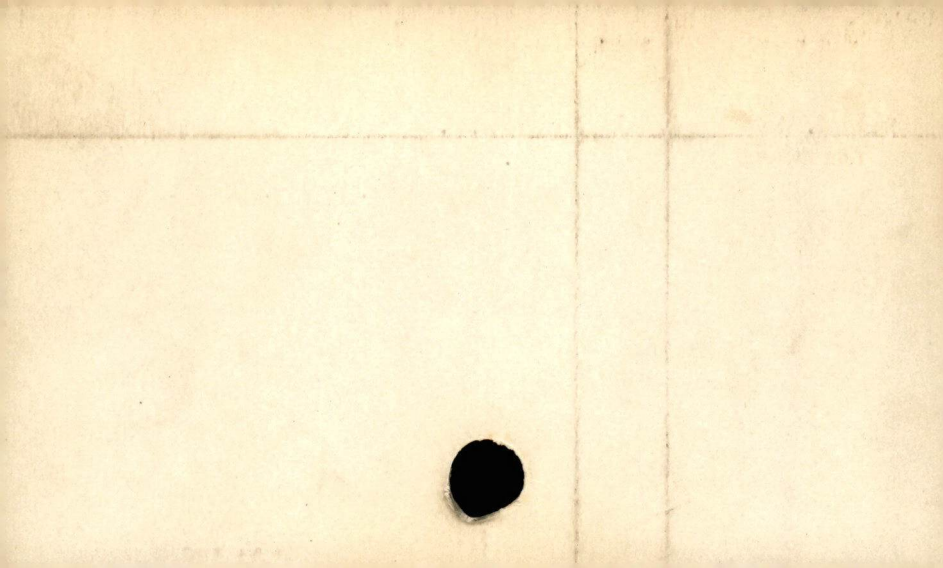
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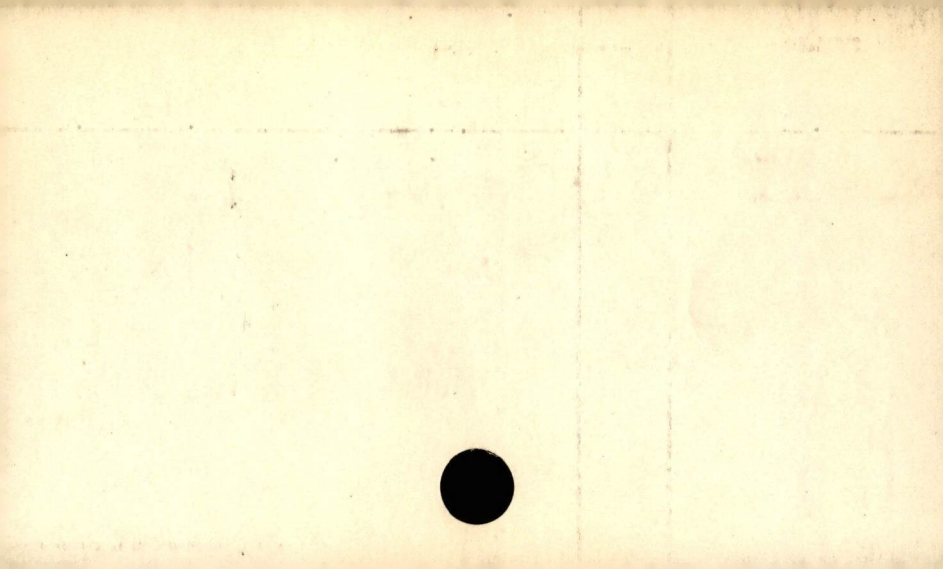
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Newhall, G. The settlement of
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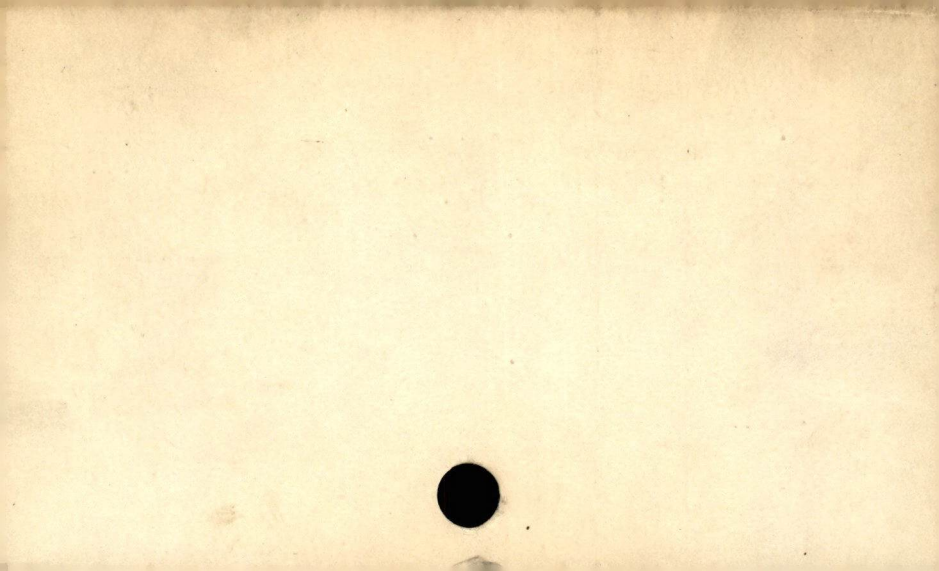
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London. 1840.-120013

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